

Appendix 1 – Hypothetical Typologies

Residential Typologies

Scheme Ref.	# Units	Scheme Name	Value Zone	Hypothetical Scenario	Development Density (dph)	Net Developable Site Area (ha)	Net Developable Site Area (acres)	Benchmark Market Value (£/acre)	Benchmark MV (£/plot)	TLV (£/acre)	TLV (£/plot)	General Market Mix:						AH basis	AH Target	Affordable Housing Mix:						AH Tenure Mix:										
												25%	2B	3B	4B	5B	1B (apart)			2B (apart)	Total	2B	3B	4B	5B	1B (apart)	2B (apart)	Total	Aff Rent	Sub-market / Inter.						
1	1	single dwelling	High - Cotswold / Oxford Belts	garden infill - "greenfield"	22	0.05	0.11	£2,000,000	£224,636	£1,500,000	£168,477	0%	0%	0%	100%	0%	0%	100%	n/a	n/a																
2	1	single dwelling	Medium - Other Rural	garden infill - "greenfield"	22	0.05	0.11	£1,300,000	£146,014	£975,000	£109,510	0%	0%	0%	100%	0%	0%	100%	n/a	n/a																
3	1	single dwelling	Lower - Carteron	garden infill - "greenfield"	22	0.05	0.11	£750,000	£84,239	£562,500	£63,179	0%	0%	0%	100%	0%	0%	100%	n/a	n/a																
4	3	3 houses	High - Cotswold / Oxford Belts	garden infill - "greenfield"	25	0.12	0.30	£2,000,000	£197,680	£1,500,000	£148,260	0%	0%	33%	66%	0%	0%	99%	n/a	n/a																
5	3	3 houses	Medium - Other Rural	garden infill - "greenfield"	25	0.12	0.30	£1,300,000	£128,492	£975,000	£96,369	0%	0%	33%	66%	0%	0%	99%	n/a	n/a																
6	3	3 houses	Lower - Carteron	garden infill - "greenfield"	25	0.12	0.30	£750,000	£74,130	£562,500	£55,598	0%	0%	33%	66%	0%	0%	99%	n/a	n/a																
7	5	5 houses	High - Cotswold / Oxford Belts	greenfield	27	0.19	0.46	£2,000,000	£183,037	£1,500,000	£137,278	20%	20%	40%	20%	0%	0%	100%	n/a	n/a																
8	5	5 houses	Medium - Other Rural	greenfield	27	0.19	0.46	£1,300,000	£118,974	£975,000	£89,231	20%	20%	40%	20%	0%	0%	100%	n/a	n/a																
9	5	5 houses	Lower - Carteron	greenfield	27	0.19	0.46	£750,000	£68,639	£562,500	£51,479	20%	20%	40%	20%	0%	0%	100%	n/a	n/a																
10	5	5 houses	High - Cotswold / Oxford Belts	Previously developed land - brownfield	27	0.19	0.46			£600,000	£54,911	20%	20%	40%	20%	0%	0%	100%	n/a	n/a																
11	5	5 houses	Medium - Other Rural	Previously developed land - brownfield	27	0.19	0.46			£600,000	£54,911	20%	20%	40%	20%	0%	0%	100%	n/a	n/a																
12	5	5 houses	Lower - Carteron	Previously developed land - brownfield	27	0.19	0.46			£600,000	£54,911	20%	20%	40%	20%	0%	0%	100%	n/a	n/a																
13	8	8 houses	High - Cotswold / Oxford Belts	greenfield	35	0.23	0.56	£1,300,000	£91,780	£975,000	£68,835	12.5%	50%	25%	12.5%	0%	0%	100%	n/a	n/a																
14	8	8 houses	Medium - Other Rural	greenfield	35	0.23	0.56	£1,200,000	£84,720	£900,000	£63,540	12.5%	50%	25%	12.5%	0%	0%	100%	n/a	n/a																
15	8	8 houses	Lower - Carteron	greenfield	35	0.23	0.56	£1,000,000	£70,600	£750,000	£52,950	12.5%	50%	25%	12.5%	0%	0%	100%	n/a	n/a																
16	8	8 houses	High - Cotswold / Oxford Belts	greenfield	35	0.23	0.56	£1,300,000	£91,780	£975,000	£68,835	12.5%	50%	25%	12.5%	0%	0%	100%	commuted sum in ANOB (end payment)		50%	25%	25%	0%	0%	0%	100%	66%	34%							
17	8	8 houses	Medium - Other Rural	greenfield	35	0.23	0.56	£1,200,000	£84,720	£900,000	£63,540	12.5%	50%	25%	12.5%	0%	0%	100%	commuted sum in ANOB (end payment)		50%	25%	25%	0%	0%	0%	100%	66%	34%							
18	10	10 houses	High - Cotswold / Oxford Belts	greenfield	35	0.29	0.71	£1,100,000	£77,660	£825,000	£58,245	10%	40%	30%	20%	0%	0%	100%	n/a	n/a																
19	10	10 houses	Medium - Other Rural	greenfield	35	0.29	0.71	£1,000,000	£70,600	£750,000	£52,950	10%	40%	30%	20%	0%	0%	100%	n/a	n/a																
20	10	10 houses	Lower - Carteron	greenfield	35	0.29	0.71	£900,000	£63,540	£675,000	£47,655	10%	40%	30%	20%	0%	0%	100%	n/a	n/a																
21	10	10 houses	High - Cotswold / Oxford Belts	greenfield	35	0.29	0.71	£1,100,000	£77,660	£825,000	£58,245	10%	40%	30%	20%	0%	0%	100%	commuted sum in ANOB (end payment)	50%	60%	20%	20%	0%	0%	0%	100%	66%	34%							
22	10	10 houses	Medium - Other Rural	greenfield	35	0.29	0.71	£1,000,000	£70,600	£750,000	£52,950	10%	40%	30%	20%	0%	0%	100%	commuted sum in ANOB (end payment)	40%	60%	20%	20%	0%	0%	0%	100%	66%	34%							
23	12	12 houses	High - Cotswold / Oxford Belts	greenfield	35	0.34	0.85	£1,000,000	£70,600	£750,000	£52,950	10%	40%	30%	20%	0%	0%	100%	on-site	50%	60%	20%	20%	0%	0%	0%	100%	66%	34%							
24	12	12 houses	Medium - Other Rural	greenfield	35	0.34	0.85	£950,000	£67,070	£712,500	£50,303	10%	40%	30%	20%	0%	0%	100%	on-site	40%	60%	20%	20%	0%	0%	0%	100%	66%	34%							
25	12	12 houses	Lower - Carteron	greenfield	35	0.34	0.85	£900,000	£63,540	£675,000	£47,655	10%	40%	30%	20%	0%	0%	100%	on-site	35%	60%	20%	20%	0%	0%	0%	100%	66%	34%							

Residential Typologies

Scheme Ref.	# Units	Scheme Name	Value Zone	Hypothetical Scenario	Development Density (dph)	Net Developable Site Area (ha)	Net Developable Site Area (acres)	Benchmark Market Value (£/acre)	Benchmark MV (£/plot)	TLV (£/acre)	TLV (£/plot)	General Market Mix:						AH basis	AH Target (%)	Affordable Housing Mix:						AH Tenure Mix:			
												25%	2B	3B	4B	5B	1B (apart)			2B (apart)	Total	2B	3B	4B	5B	1B (apart)	2B (apart)	Total	Aff Rent
26	15	15 houses	High - Cotswold / Oxford Belts	greenfield	35	0.43	1.06	£950,000	£67,070	£712,500	£50,303	10%	40%	30%	20%	0%	0%	100%	on-site	50%	60%	20%	20%	0%	0%	0%	100%	66%	34%
27	15	15 houses	Medium - Other Rural	greenfield	35	0.43	1.06	£850,000	£60,010	£637,500	£45,008	10%	40%	30%	20%	0%	0%	100%	on-site	40%	60%	20%	20%	0%	0%	0%	100%	66%	34%
28	15	15 houses	Lower - Carteron	greenfield	35	0.43	1.06	£725,000	£51,185	£543,750	£38,389	10%	40%	30%	20%	0%	0%	100%	on-site	35%	60%	20%	20%	0%	0%	0%	100%	66%	34%
29	15	15 houses	High - Cotswold / Oxford Belts	Previously developed land - brownfield	35	0.43	1.06			£600,000	£42,360	10%	40%	30%	20%	0%	0%	100%	on-site	50%	60%	20%	20%	0%	0%	0%	100%	66%	34%
30	15	15 houses	Medium - Other Rural	Previously developed land - brownfield	35	0.43	1.06			£600,000	£42,360	10%	40%	30%	20%	0%	0%	100%	on-site	40%	60%	20%	20%	0%	0%	0%	100%	66%	34%
31	15	15 houses	Lower - Carteron	Previously developed land - brownfield	35	0.43	1.06			£600,000	£42,360	10%	40%	30%	20%	0%	0%	100%	on-site	35%	60%	20%	20%	0%	0%	0%	100%	66%	34%
32	15	15 apartments	High - Cotswold / Oxford Belts	Previously developed land - brownfield	100	0.15	0.37			£600,000	£14,826	0%	0%	0%	0%	33.3%	66.7%	100%	on-site	50%	0%	0%	0%	0%	50%	50%	100%	66%	34%
33	15	15 apartments	Medium - Other Rural	Previously developed land - brownfield	100	0.15	0.37			£600,000	£14,826	0%	0%	0%	0%	33.3%	66.7%	100%	on-site	40%	0%	0%	0%	0%	50%	50%	100%	66%	34%
34	15	15 apartments	Lower - Carteron	Previously developed land - brownfield	100	0.15	0.37			£600,000	£14,826	0%	0%	0%	0%	33.3%	66.7%	100%	on-site	35%	0%	0%	0%	0%	50%	50%	100%	66%	34%
32a	15	15 apartments	High - Cotswold / Oxford Belts	Previously developed land - brownfield	80	0.19	0.46			£225,000	£6,950	0%	0%	0%	0%	33.3%	66.7%	100%	on-site	50%	0%	0%	0%	0%	50%	50%	100%	66%	34%
33a	15	15 apartments	Medium - Other Rural	Previously developed land - brownfield	80	0.19	0.46			£225,000	£6,950	0%	0%	0%	0%	33.3%	66.7%	100%	on-site	40%	0%	0%	0%	0%	50%	50%	100%	66%	34%
34a	15	15 apartments	Lower - Carteron	Previously developed land - brownfield	80	0.19	0.46			£225,000	£6,950	0%	0%	0%	0%	33.3%	66.7%	100%	on-site	35%	0%	0%	0%	0%	50%	50%	100%	66%	34%
35	40	40 units	High - Cotswold / Oxford Belts	greenfield	35	1.14	2.82	£700,000	£49,420	£525,000	£37,065	15%	50%	25%	10%	0%	0%	100%	on-site	50%	65%	20%	15%	0%	0%	0%	100%	66%	34%
36	40	40 units	Medium - Other Rural	greenfield	35	1.14	2.82	£700,000	£49,420	£525,000	£37,065	15%	50%	25%	10%	0%	0%	100%	on-site	40%	65%	20%	15%	0%	0%	0%	100%	66%	34%
37	40	40 units	Lower - Carteron	greenfield	35	1.14	2.82	£700,000	£49,420	£525,000	£37,065	15%	50%	25%	10%	0%	0%	100%	on-site	35%	65%	20%	15%	0%	0%	0%	100%	66%	34%
38	40	40 units	High - Cotswold / Oxford Belts	Previously developed land - brownfield	35	1.14	2.82			£600,000	£42,360	15%	50%	25%	10%	0%	0%	100%	on-site	50%	65%	20%	15%	0%	0%	0%	100%	66%	34%
39	40	40 units	Medium - Other Rural	Previously developed land - brownfield	35	1.14	2.82			£600,000	£42,360	15%	50%	25%	10%	0%	0%	100%	on-site	40%	65%	20%	15%	0%	0%	0%	100%	66%	34%
40	40	40 units	Lower - Carteron	Previously developed land - brownfield	35	1.14	2.82			£600,000	£42,360	15%	50%	25%	10%	0%	0%	100%	on-site	35%	65%	20%	15%	0%	0%	0%	100%	66%	34%
41	100	100 units	High - Cotswold / Oxford Belts	strategic greenfield	35	2.86	7.06	£300,000	£21,180	£225,000	£15,885	25%	45%	20%	10%	0%	0%	100%	on-site	50%	65%	20%	15%	0%	0%	0%	100%	66%	34%
42	100	100 units	Medium - Other Rural	strategic greenfield	35	2.86	7.06	£300,000	£21,180	£225,000	£15,885	25%	45%	20%	10%	0%	0%	100%	on-site	40%	65%	20%	15%	0%	0%	0%	100%	66%	34%
43	100	100 units	Lower - Carteron	strategic greenfield	35	2.86	7.06	£300,000	£21,180	£225,000	£15,885	25%	45%	20%	10%	0%	0%	100%	on-site	35%	65%	20%	15%	0%	0%	0%	100%	66%	34%
44	3	3 houses	generic (no MH)	RES site	n/a - TLV per plot	n/a	n/a	n/a	n/a	n/a	£12,500	0%	66%	34%	0%	0%	0%	100%	on-site	100%	66%	34%	0%	0%	0%	0%	100%	66%	34%
45	5	5 houses	generic (no MH)	RES site	n/a - TLV per plot	n/a	n/a	n/a	n/a	n/a	£12,500	0%	60%	20%	20%	0%	0%	100%	on-site	100%	60%	40%	0%	0%	0%	0%	100%	66%	34%

Supported Living Typologies

Scheme Ref.	# Units	Scheme Name	Value Zone	Hypothetical Scenario	Development Density (dph)	Site Area (ha)	Site Area (acres)	TLV (£/acre)	TLV (£/plot)	General Market Mix:						AH basis	AH Target (%)	Affordable Housing Mix:						AH Tenure Mix:			
										25%	2B	3B	4B	5B	1B (apart)			2B (apart)	Total	2B	3B	4B	5B	1B (apart)	2B (apart)	Total	Aff Rent
1	55	55 apartment Sheltered Housing	High - Cotswold / Oxford Belts (+15%)	previously developed land	110	0.50	1.24	£600,000	£13,478	-	-	-	-	60%	40%	100%	equivalent commuted sum	50%	-	-	-	-	60%	40%	100%	66%	34%
2	55	55 apartment Sheltered Housing	Medium - Other Rural (+15%)	previously developed land	110	0.50	1.24	£600,000	£13,478	-	-	-	-	60%	40%	100%	equivalent commuted sum	40%	-	-	-	-	60%	40%	100%	66%	34%
3	55	55 apartment Sheltered Housing	Lower - Carteron (+15%)	previously developed land	110	0.50	1.24	£600,000	£13,478	-	-	-	-	60%	40%	100%	equivalent commuted sum	35%	-	-	-	-	60%	40%	100%	66%	34%
4	45	45 apartment Extra Care housing	High - Cotswold / Oxford Belts (+25%)	previously developed land	100	0.45	1.11	£600,000	£14,826	-	-	-	-	60%	40%	100%	equivalent commuted sum	35%	-	-	-	-	60%	40%	100%	66%	34%
5	45	45 apartment Extra Care housing	Medium - Other Rural (+25%)	previously developed land	100	0.45	1.11	£600,000	£14,826	-	-	-	-	60%	40%	100%	equivalent commuted sum	35%	-	-	-	-	60%	40%	100%	66%	34%
6	45	45 apartment Extra Care housing	Lower - Carteron (+25%)	previously developed land	100	0.45	1.11	£600,000	£14,826	-	-	-	-	60%	40%	100%	equivalent commuted sum	35%	-	-	-	-	60%	40%	100%	66%	34%

Commerical Typologies

Scheme No.	Scheme Name	Hypothetical Scenario	Development Density	Benchmark Market Value (£/acre)	TLV (£/acre)*	No. Units	Unit Floor area	Total Floor area
			Sqm/ha		25%		GIA sqm	GIA sqm
1	B1 Office	Commercial and Industrial locations district wide	4,000	£400,000	£300,000	1	500	500
2	Small B2/B8 Industrial / Distribution	Industrial locations district wide	4,000	£400,000	£300,000	1	500	500
3	Large B2/B8 Industrial / Distribution	Industrial locations district wide	4,000	£400,000	£300,000	1	5,000	5,000

*note that this is the lower end of the 'normal range' (£300K to £435K). The wider range is £250K to £600K per acre

Retail Typologies

Scheme No.	Scheme Name	Hypothetical Scenario	Development Density	TLV (£/acre)	No. Units	Unit Floor area		Total Floor area	
			Sqm/ha			GIA sqm	GIA sqft	GIA sqm	GIA sqft
1	Small Convenience Retail Parade (A1, A2, A3 and A5)	Strategic Development Areas (greenfield)	5,000	£225,000	4	280	3,014	1,120	12,056
2	Small Convenience Retail Parade (A1, A2, A3 and A5)	Other neighbourhood centres (previously developed land)	5,000	£500,000	4	280	3,014	1,120	12,056
3	Small Convenience Retail Parade (A1, A2, A3 and A5)	Town Centre location (previously developed land)	5,000	£650,000	4	280	3,014	1,120	12,056
4	Medium Supermarket (A1 and ancillary)	Town Centre location (previous developed land)	2,800	£650,000	2	700	7,535	1,400	15,069
5	Discount Store (A1 and ancillary)	Edge of town 'discount' retailer typology on previously industrial/commercial developed land	2,800	£500,000	1	1,700	18,299	1,700	18,299
6	Large Supermarket (A1 and ancillary)	Edge of town previously industrial/commercial developed site	2,800	£500,000	1	5,000	53,820	5,000	53,820
7	Large Supermarket (A1 and ancillary)	Strategic Development Areas (greenfield)	2,800	£225,000	1	5,000	53,820	5,000	53,820
8	Retail Warehouse (A1)	Edge of town previously developed site	2,800	£500,000	5	1,000	10,764	5,000	53,820
9	Shopping Centre extension / development (A1-A5 inclusive)	Town Centre high density/multi-storey shopping centre development (previously developed site)	7,000	£1,500,000	16	700	7,535	11,200	120,556

Version Notes

Date	version	Comments
150212	v15	final

Appendix 2 – Residential Appraisals

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 1

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						1
AH Policy requirement %	n/a	100%	AH Target	0%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	0%	0.0	0%	0	0%	0
3 Bed houses	0%	0.0	0%	0	0%	0
4 Bed houses	0%	0.0	0%	0	0%	0
5 Bed houses	100%	1.0	0%	0	100%	1
1 Bed Apartment	0%	0.0	0%	0	0%	0
2 Bed Apartment	0%	0.0	0%	0	0%	0
Total number of units	100%	1.0	0%	0	100%	1
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %	%	Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	0.0	0	0.0	0	0.0	0
3 Bed houses	0.0	0	0.0	0	0.0	0
4 Bed houses	0.0	0	0.0	0	0.0	0
5 Bed houses	130.0	1,399	0.0	0	130.0	1,399
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	130.0	1,399	0.0	0	130.0	1,399
Open Market values (£) -	£ psm	£ psf	£		total MV £ (no AH)	
2 Bed houses	4,125.0	383	330,000		0	
3 Bed houses	4,515.8	420	429,000		0	
4 Bed houses	5,100.0	474	561,000		0	
5 Bed houses	5,584.6	519	726,000		726,000	
1 Bed Apartment	5,280.0	491	264,000		0	
2 Bed Apartment	5,076.9	472	330,000		0	
					726,000	
Affordable Housing -						
AH Tenure split	66% Affordable Rent		34% Intermediate			
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000 39%		135,000 41%			
3 Bed houses	145,000 34%		165,000 38%			
4 Bed houses	185,000 33%		195,000 35%			
5 Bed houses	210,000 29%		225,000 31%			
1 Bed Apartment	100,000 38%		110,000 42%			
2 Bed Apartment	115,000 35%		125,000 38%			

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 1

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	0	@	330,000	-
3 Bed houses	0	@	429,000	-
4 Bed houses	0	@	561,000	-
5 Bed houses	1	@	726,000	726,000
1 Bed Apartment	0	@	264,000	-
2 Bed Apartment	0	@	330,000	-
	1			726,000
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	0			-
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	0			-
	1 total			-
Grant	0.0	AH units @	0	-
GDV				726,000

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

0 £ per unit

0 £ psm

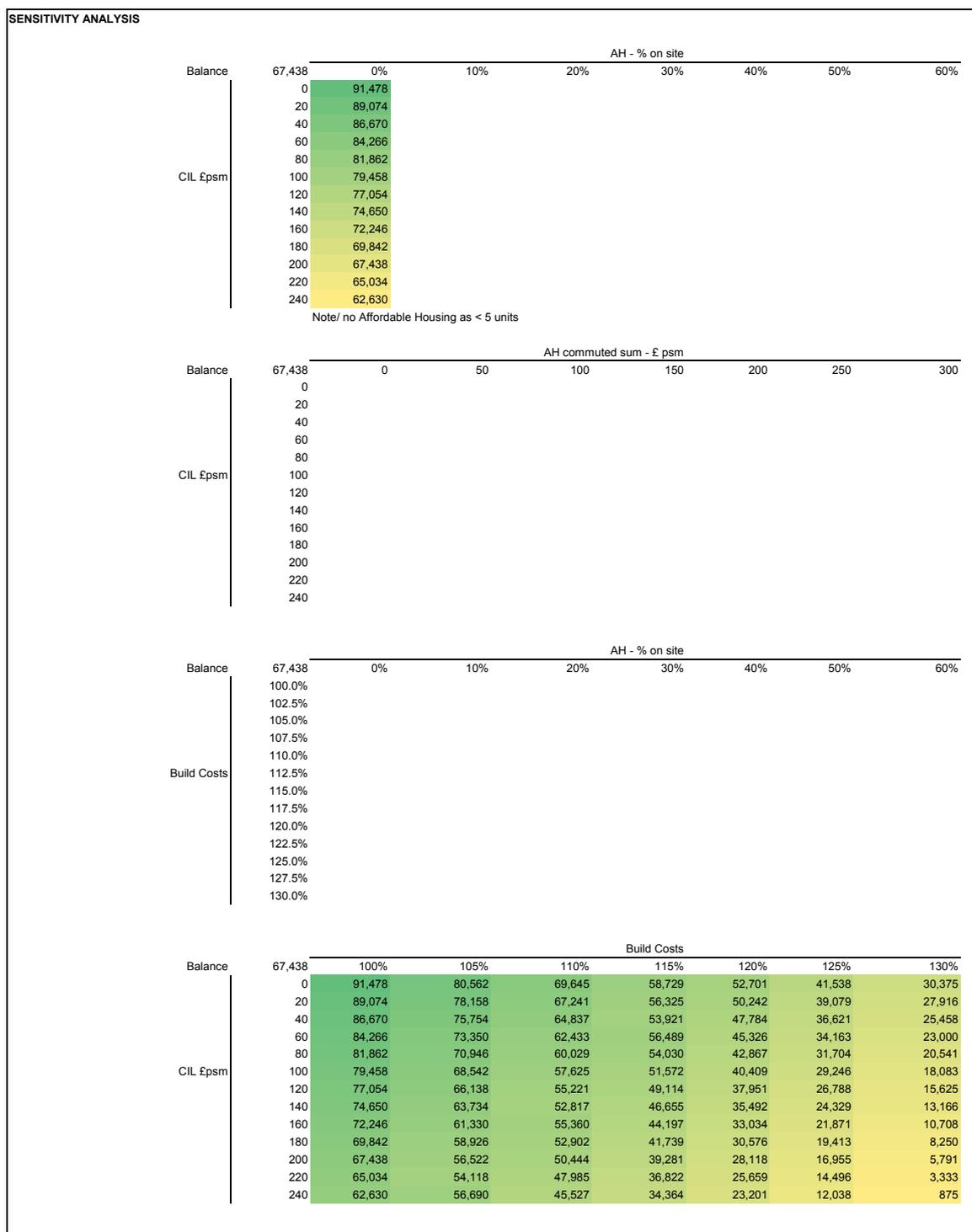
0 £

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 1

DEVELOPMENT COSTS						
Initial Payments -						
Planning Application Professional Fees and reports					(10,000)	
Statutory Planning Fees					(385)	
CIL	130 sqm (exc. AH)	200	£ psm	3.58%	(26,000)	
Site Specific S106/278	1 units @	0	per unit		-	
AH Commuted Sum	n/a	130 sqm	0	£ psm	0.00%	-
Construction Costs -						
Demolition and Site Clearance	0.11 acres @	0	per acre		-	
2 Bed houses	- sqm @	1,401.00	psm		-	
3 Bed houses	- sqm @	1,401.00	psm		-	
4 Bed houses	- sqm @	1,401.00	psm		-	
5 Bed houses	130.0 sqm @	1,401.00	psm		(182,130)	
1 Bed Apartment	- sqm @	1,401.00	psm		-	
2 Bed Apartment	130.0 - sqm @	1,401.00	psm		-	
External works	182,130 @	15%			(27,320)	
	27,320	£per unit				
Contingency	209,450 @	5%			(10,472)	
Professional Fees	209,450 @	9%			(18,850)	
Disposal Costs -						
Sale Agents Costs	726,000 GDV @	1.00%			(7,260)	
Sale Legal Costs	726,000 GDV @	0.50%			(3,630)	
Marketing and Promotion	726,000 GDV @	3.00%			(21,780)	
Finance Costs -						
Finance Fees	307,827 @	1.00%			(3,078)	
Interest on Development Costs	7.00% APR		0.565% pcm		(3,323)	
Developers Profit						
On private for sale	726,000	20.00%			(145,200)	
On affordable housing pre-sale (blended)	0	6.00%			-	
		20.00%				
TOTAL COSTS					(459,429)	
RESIDUAL LAND VALUE						
Residual Land Value (gross)					266,571	
SDLT	266,571 @				(7,997)	
Acquisition Agent fees	266,571 @	1%			(2,666)	
Acquisition Legal fees	266,571 @	0.5%			(1,333)	
Interest on Land	266,571 @	7.0%			(18,660)	
Residual Land Value (net)	235,915 per plot				235,915	
TRESHOLD LAND VALUE						
Residential Density	22 dph					
Site Area	0.05 ha		0.11 acres			
	2,860 sqm/ha		12,458 sqft/ac			
Threshold Land Value	3,706,500 £ per ha		1,500,000 £ per acre			
	168,477 £ per plot				168,477	
BALANCE						
Surplus/(Deficit)					67,438	

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NOTES

Cells highlighted in yellow are input cells

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Figures in brackets, thus (00,000.00), are negative values / costs

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Scheme 2

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						1
AH Policy requirement %	n/a	100%	AH Target	0%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	0%	0.0	0%	0	0%	0
3 Bed houses	0%	0.0	0%	0	0%	0
4 Bed houses	0%	0.0	0%	0	0%	0
5 Bed houses	100%	1.0	0%	0	100%	1
1 Bed Apartment	0%	0.0	0%	0	0%	0
2 Bed Apartment	0%	0.0	0%	0	0%	0
Total number of units	100%	1.0	0%	0	100%	1
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	0.0	0	0.0	0	0.0	0
3 Bed houses	0.0	0	0.0	0	0.0	0
4 Bed houses	0.0	0	0.0	0	0.0	0
5 Bed houses	130.0	1,399	0.0	0	130.0	1,399
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	130.0	1,399	0.0	0	130.0	1,399
Open Market values (£) -	£ psm	£ psf		£		total MV £ (no AH)
2 Bed houses	3,162.5	294		253,000		0
3 Bed houses	3,705.3	344		352,000		0
4 Bed houses	4,200.0	390		462,000		0
5 Bed houses	4,653.8	432		605,000		605,000
1 Bed Apartment	4,620.0	429		231,000		0
2 Bed Apartment	3,892.3	362		253,000		0
						605,000
Affordable Housing -						
AH Tenure split	66% Affordable Rent			34% Intermediate		
RSL Transfer Values (£) -	(% of MV)			(% of MV)		
2 Bed houses	130,000 51%			135,000 53%		
3 Bed houses	145,000 41%			165,000 47%		
4 Bed houses	185,000 40%			195,000 42%		
5 Bed houses	210,000 35%			225,000 37%		
1 Bed Apartment	100,000 43%			110,000 48%		
2 Bed Apartment	115,000 45%			125,000 49%		

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Scheme 2

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	0	@	253,000	-
3 Bed houses	0	@	352,000	-
4 Bed houses	0	@	462,000	-
5 Bed houses	1	@	605,000	605,000
1 Bed Apartment	0	@	231,000	-
2 Bed Apartment	0	@	253,000	-
	1			605,000
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	0			-
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	0			-
	1 total			-
Grant	0.0	AH units @	0	-
GDV				605,000

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

0 £ per unit

0 £ psm

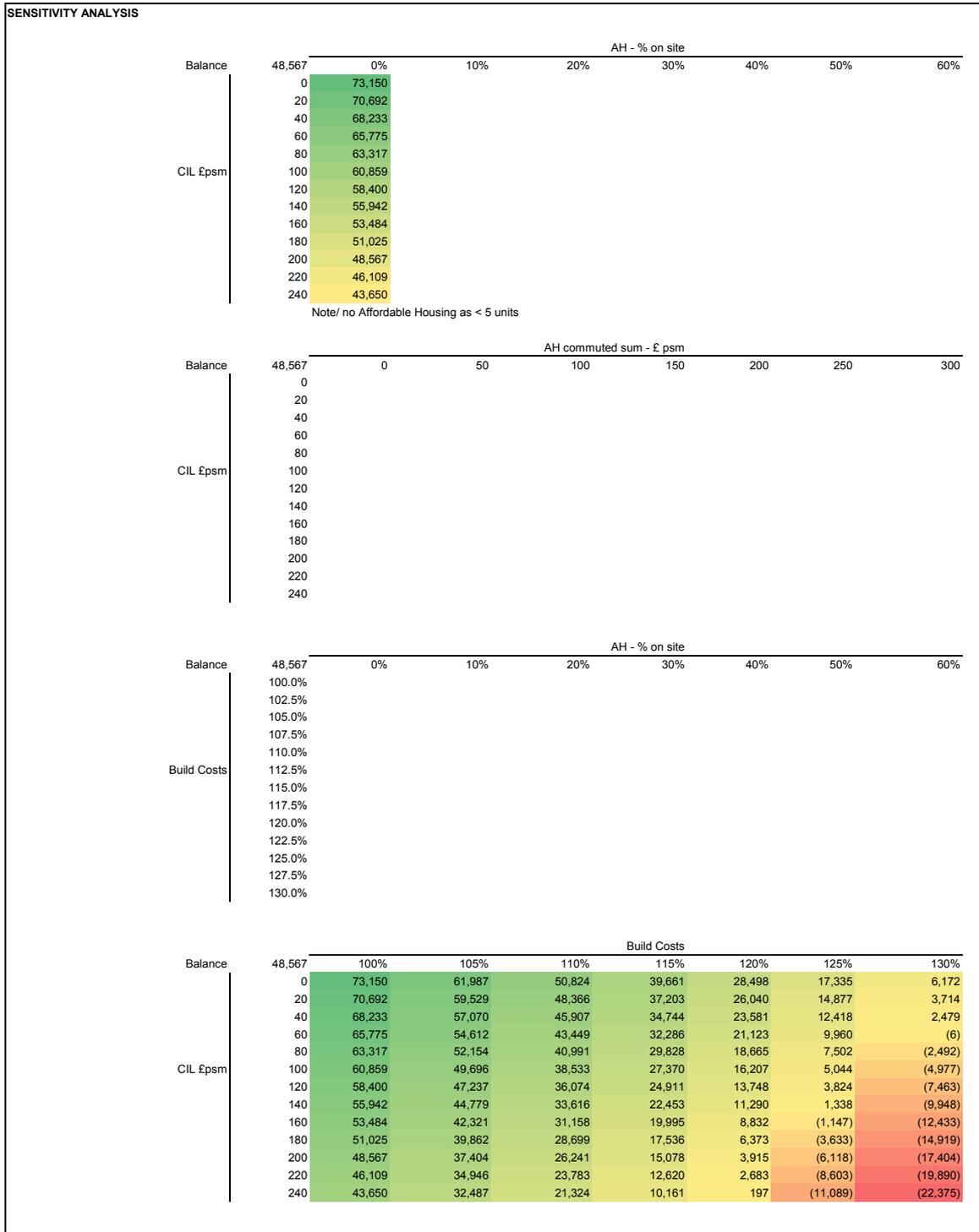
0 £

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 2

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					(10,000)
Statutory Planning Fees					(385)
CIL	130 sqm (exc. AH)	200	£ psm	4.30%	(26,000)
Site Specific S106/278	1 units @	0	per unit		-
AH Commuted Sum	n/a	130 sqm	£ psm	0.00%	-
Construction Costs -					
Demolition and Site Clearance	0.11 acres @	0	per acre		-
2 Bed houses	- sqm @	1,401.00	psm		-
3 Bed houses	- sqm @	1,401.00	psm		-
4 Bed houses	- sqm @	1,401.00	psm		-
5 Bed houses	130.0 sqm @	1,401.00	psm		(182,130)
1 Bed Apartment	- sqm @	1,401.00	psm		-
2 Bed Apartment	130.0 - sqm @	1,401.00	psm		-
External works	182,130 @	15%			(27,320)
	27,320 £per unit				
Contingency	209,450 @	5%			(10,472)
Professional Fees	209,450 @	9%			(18,850)
Disposal Costs -					
Sale Agents Costs	605,000 GDV @	1.00%			(6,050)
Sale Legal Costs	605,000 GDV @	0.50%			(3,025)
Marketing and Promotion	605,000 GDV @	3.00%			(18,150)
Finance Costs -					
Finance Fees	302,382 @	1.00%			(3,024)
Interest on Development Costs	7.00% APR		0.565% pcm		(3,923)
Developers Profit					
On private for sale	605,000	20.00%			(121,000)
On affordable housing pre-sale (blended)	0	6.00%			-
		20.00%			
TOTAL COSTS					(430,329)
RESIDUAL LAND VALUE					
Residual Land Value (gross)					174,671
SDLT	174,671 @				(1,747)
Acquisition Agent fees	174,671 @	1%			(1,747)
Acquisition Legal fees	174,671 @	0.5%			(873)
Interest on Land	174,671 @	7.0%			(12,227)
Residual Land Value (net)	158,077 per plot				158,077
TRESHOLD LAND VALUE					
Residential Density	22 dph				
Site Area	0.05 ha		0.11 acres		
	2,860 sqm/ha		12,458 sqft/ac		
Threshold Land Value	2,409,225 £ per ha		975,000 £ per acre		
	109,510 £ per plot				109,510
BALANCE					
Surplus/(Deficit)					48,567

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NOTES

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Scheme 3

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						1
AH Policy requirement %	n/a	100%	AH Target	0%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	0%	0.0	0%	0	0%	0
3 Bed houses	0%	0.0	0%	0	0%	0
4 Bed houses	0%	0.0	0%	0	0%	0
5 Bed houses	100%	1.0	0%	0	100%	1
1 Bed Apartment	0%	0.0	0%	0	0%	0
2 Bed Apartment	0%	0.0	0%	0	0%	0
Total number of units	100%	1.0	0%	0	100%	1
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	0.0	0	0.0	0	0.0	0
3 Bed houses	0.0	0	0.0	0	0.0	0
4 Bed houses	0.0	0	0.0	0	0.0	0
5 Bed houses	130.0	1,399	0.0	0	130.0	1,399
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	130.0	1,399	0.0	0	130.0	1,399
Open Market values (£) -	£ psm	£ psf		£		total MV £ (no AH)
2 Bed houses	2,956.3	275		236,500		0
3 Bed houses	3,242.1	301		308,000		0
4 Bed houses	3,900.0	362		429,000		0
5 Bed houses	4,230.8	393		550,000		550,000
1 Bed Apartment	3,300.0	307		165,000		0
2 Bed Apartment	3,553.8	330		231,000		0
						550,000
Affordable Housing -						
AH Tenure split	66% Affordable Rent			34% Intermediate		
RSL Transfer Values (£) -	(% of MV)			(% of MV)		
2 Bed houses	130,000 55%			135,000 57%		
3 Bed houses	145,000 47%			165,000 54%		
4 Bed houses	185,000 43%			195,000 45%		
5 Bed houses	210,000 38%			225,000 41%		
1 Bed Apartment	100,000 61%			110,000 67%		
2 Bed Apartment	115,000 50%			125,000 54%		

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Scheme 3

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	0	@	236,500	-
3 Bed houses	0	@	308,000	-
4 Bed houses	0	@	429,000	-
5 Bed houses	1	@	550,000	550,000
1 Bed Apartment	0	@	165,000	-
2 Bed Apartment	0	@	231,000	-
	1			550,000
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	0			-
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	0			-
	1 total			-
Grant	0.0	AH units @	0	-
GDV				550,000

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

0 £ per unit

0 £ psm

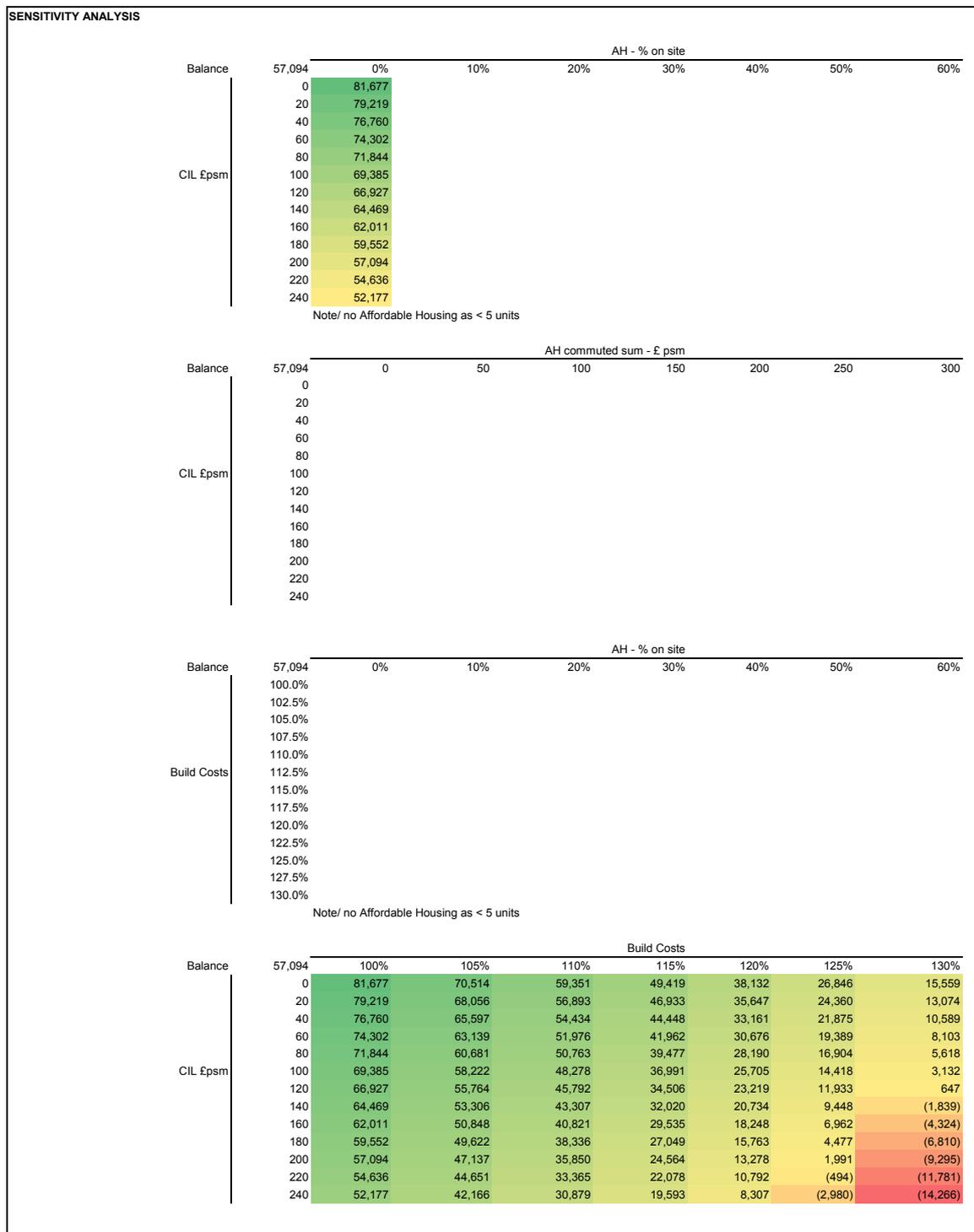
0 £

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 3

DEVELOPMENT COSTS						
Initial Payments -						
Planning Application Professional Fees and reports					(10,000)	
Statutory Planning Fees					(385)	
CIL	130 sqm (exc. AH)	200	£ psm	4.73%	(26,000)	
Site Specific S106/278	1 units @	0	per unit		-	
AH Commuted Sum	n/a	130 sqm	0	£ psm	0.00%	-
Construction Costs -						
Demolition and Site Clearance	0.11 acres @	0	per acre		-	
2 Bed houses	- sqm @	1,401.00	psm		-	
3 Bed houses	- sqm @	1,401.00	psm		-	
4 Bed houses	- sqm @	1,401.00	psm		-	
5 Bed houses	130.0 sqm @	1,401.00	psm		(182,130)	
1 Bed Apartment	- sqm @	1,401.00	psm		-	
2 Bed Apartment	130.0 - sqm @	1,401.00	psm		-	
External works	182,130 @	15%			(27,320)	
	27,320	£per unit				
Contingency	209,450 @	5%			(10,472)	
Professional Fees	209,450 @	9%			(18,850)	
Disposal Costs -						
Sale Agents Costs	550,000 GDV @	1.00%			(5,500)	
Sale Legal Costs	550,000 GDV @	0.50%			(2,750)	
Marketing and Promotion	550,000 GDV @	3.00%			(16,500)	
Finance Costs -						
Finance Fees	299,907 @	1.00%			(2,999)	
Interest on Development Costs	7.00% APR		0.565% pcm		(4,195)	
Developers Profit						
On private for sale	550,000	20.00%			(110,000)	
On affordable housing pre-sale (blended)	0	6.00%			-	
		20.00%				
TOTAL COSTS					(417,102)	
RESIDUAL LAND VALUE						
Residual Land Value (gross)					132,898	
SDLT	132,898 @				(1,329)	
Acquisition Agent fees	132,898 @	1%			(1,329)	
Acquisition Legal fees	132,898 @	0.5%			(664)	
Interest on Land	132,898 @	7.0%			(9,303)	
Residual Land Value (net)	120,273 per plot				120,273	
TRESHOLD LAND VALUE						
Residential Density	22 dph					
Site Area	0.05 ha		0.11 acres			
	2,860 sqm/ha		12,458 sqft/ac			
Threshold Land Value	1,389,938 £ per ha		562,500 £ per acre			
	63,179 £ per plot				63,179	
BALANCE						
Surplus/(Deficit)					57,094	

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NOTES

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Scheme 4

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						3
AH Policy requirement %	n/a	100%	AH Target	0%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	0%	0.0	0%	0	0%	0
3 Bed houses	0%	0.0	0%	0	0%	0
4 Bed houses	33%	1.0	0%	0	33%	1
5 Bed houses	66%	2.0	0%	0	67%	2
1 Bed Apartment	0%	0.0	0%	0	0%	0
2 Bed Apartment	0%	0.0	0%	0	0%	0
Total number of units	99%	3.0	0%	0	100%	3
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %	%	Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	0.0	0	0.0	0	0.0	0
3 Bed houses	0.0	0	0.0	0	0.0	0
4 Bed houses	108.9	1,172	0.0	0	108.9	1,172
5 Bed houses	257.4	2,771	0.0	0	257.4	2,771
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	366.3	3,943	0.0	0	366.3	3,943
Open Market values (£) -	£ psm	£ psf	£		total MV £ (no AH)	
2 Bed houses	4,125.0	383	330,000		0	
3 Bed houses	4,515.8	420	429,000		0	
4 Bed houses	5,100.0	474	561,000		555,390	
5 Bed houses	5,584.6	519	726,000		1,437,480	
1 Bed Apartment	5,280.0	491	264,000		0	
2 Bed Apartment	5,076.9	472	330,000		0	
					1,992,870	
Affordable Housing -						
AH Tenure split	66% Affordable Rent		34% Intermediate			
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000 39%		135,000 41%			
3 Bed houses	145,000 34%		165,000 38%			
4 Bed houses	185,000 33%		195,000 35%			
5 Bed houses	210,000 29%		225,000 31%			
1 Bed Apartment	100,000 38%		110,000 42%			
2 Bed Apartment	115,000 35%		125,000 38%			

150209 West Oxon LPlan CIL Residential Viability Models v8.1a
Scheme 4

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	0	@	330,000	-
3 Bed houses	0	@	429,000	-
4 Bed houses	1	@	561,000	555,390
5 Bed houses	2	@	726,000	1,437,480
1 Bed Apartment	0	@	264,000	-
2 Bed Apartment	0	@	330,000	-
	3			1,992,870
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	0			-
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	0			-
	3 total			-
Grant	0.0	AH units @	0	-
GDV				1,992,870

AH on-site cost (£MV - £GDV)
 AH on-site cost analysis

0 £ per unit

0 £ psm

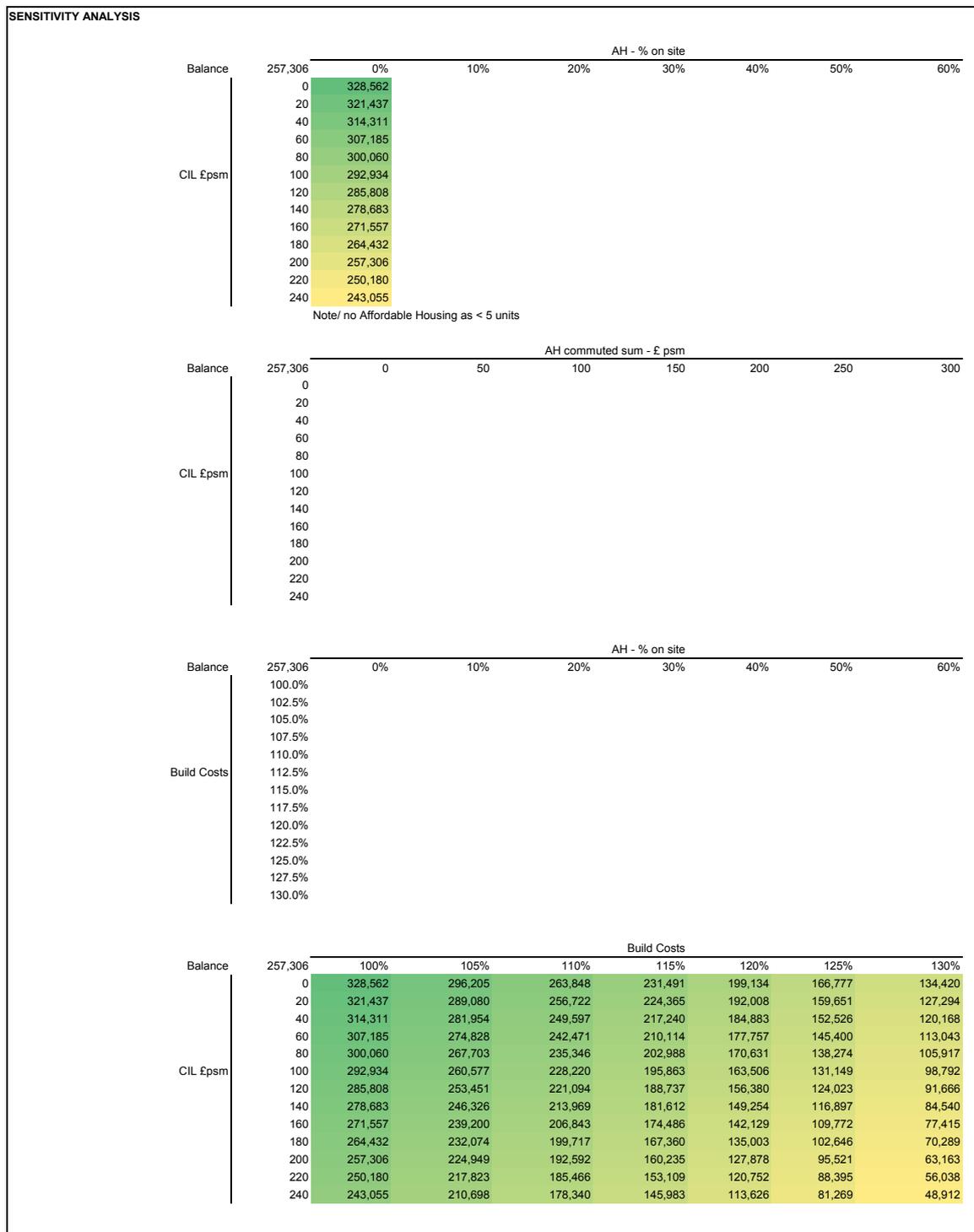
0 £

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 4

DEVELOPMENT COSTS						
Initial Payments -						
Planning Application Professional Fees and reports					(10,000)	
Statutory Planning Fees					(1,155)	
CIL	366 sqm (exc. AH)	200	£ psm	3.68%	(73,260)	
Site Specific S106/278	3 units @	0	per unit		-	
AH Commuted Sum	n/a	366 sqm	0	£ psm	0.00%	-
Construction Costs -						
Demolition and Site Clearance	0.30 acres @	0	per acre		-	
2 Bed houses	- sqm @	1,401.00	psm		-	
3 Bed houses	- sqm @	1,401.00	psm		-	
4 Bed houses	108.9 sqm @	1,401.00	psm		(152,569)	
5 Bed houses	257.4 sqm @	1,401.00	psm		(360,617)	
1 Bed Apartment	- sqm @	1,401.00	psm		-	
2 Bed Apartment	366.3 - sqm @	1,401.00	psm		-	
External works	513,186 @	15%			(76,978)	
	25,919 £per unit					
Contingency	590,164 @	5%			(29,508)	
Professional Fees	590,164 @	9%			(53,115)	
Disposal Costs -						
Sale Agents Costs	1,992,870 GDV @	1.00%			(19,929)	
Sale Legal Costs	1,992,870 GDV @	0.50%			(9,964)	
Marketing and Promotion	1,992,870 GDV @	3.00%			(59,786)	
Finance Costs -						
Finance Fees	846,881 @	1.00%			(8,469)	
Interest on Development Costs	7.00% APR		0.565% pcm		63,438	
Developers Profit						
On private for sale	1,992,870	20.00%			(398,574)	
On affordable housing pre-sale (blended)	0	6.00%			-	
		20.00%				
TOTAL COSTS					(1,190,486)	
RESIDUAL LAND VALUE						
Residual Land Value (gross)					802,384	
SDLT	802,384 @				(32,095)	
Acquisition Agent fees	802,384 @	1%			(8,024)	
Acquisition Legal fees	802,384 @	0.5%			(4,012)	
Interest on Land	802,384 @	7.0%			(56,167)	
Residual Land Value (net)	234,029 per plot				702,086	
TRESHOLD LAND VALUE						
Residential Density	25 dph					
Site Area	0.12 ha		0.30 acres			
	3,053 sqm/ha		13,297 sqft/ac			
Threshold Land Value	3,706,500 £ per ha		1,500,000 £ per acre			
	148,260 £ per plot				444,780	
BALANCE						
Surplus/(Deficit)					257,306	

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NOTES

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150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 5

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						3
AH Policy requirement %	n/a	100%	AH Target	0%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	0%	0.0	0%	0	0%	0
3 Bed houses	0%	0.0	0%	0	0%	0
4 Bed houses	33%	1.0	0%	0	33%	1
5 Bed houses	66%	2.0	0%	0	67%	2
1 Bed Apartment	0%	0.0	0%	0	0%	0
2 Bed Apartment	0%	0.0	0%	0	0%	0
Total number of units	99%	3.0	0%	0	100%	3
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	0.0	0	0.0	0	0.0	0
3 Bed houses	0.0	0	0.0	0	0.0	0
4 Bed houses	108.9	1,172	0.0	0	108.9	1,172
5 Bed houses	257.4	2,771	0.0	0	257.4	2,771
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	366.3	3,943	0.0	0	366.3	3,943
Open Market values (£) -	£ psm	£ psf		£		total MV £ (no AH)
2 Bed houses	3,162.5	294		253,000		0
3 Bed houses	3,705.3	344		352,000		0
4 Bed houses	4,200.0	390		462,000		457,380
5 Bed houses	4,653.8	432		605,000		1,197,900
1 Bed Apartment	4,620.0	429		231,000		0
2 Bed Apartment	3,892.3	362		253,000		0
						1,655,280
Affordable Housing -						
AH Tenure split	66%	Affordable Rent		34%	Intermediate	
RSL Transfer Values (£) -		(% of MV)		(% of MV)		
2 Bed houses	130,000	51%		135,000	53%	
3 Bed houses	145,000	41%		165,000	47%	
4 Bed houses	185,000	40%		195,000	42%	
5 Bed houses	210,000	35%		225,000	37%	
1 Bed Apartment	100,000	43%		110,000	48%	
2 Bed Apartment	115,000	45%		125,000	49%	

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Scheme 5

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	0	@	253,000	-
3 Bed houses	0	@	352,000	-
4 Bed houses	1	@	462,000	457,380
5 Bed houses	2	@	605,000	1,197,900
1 Bed Apartment	0	@	231,000	-
2 Bed Apartment	0	@	253,000	-
	3			1,655,280
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	0			-
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	0			-
	3 total			-
Grant	0.0	AH units @	0	-
GDV				1,655,280

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

0 £ per unit

0 £ psm

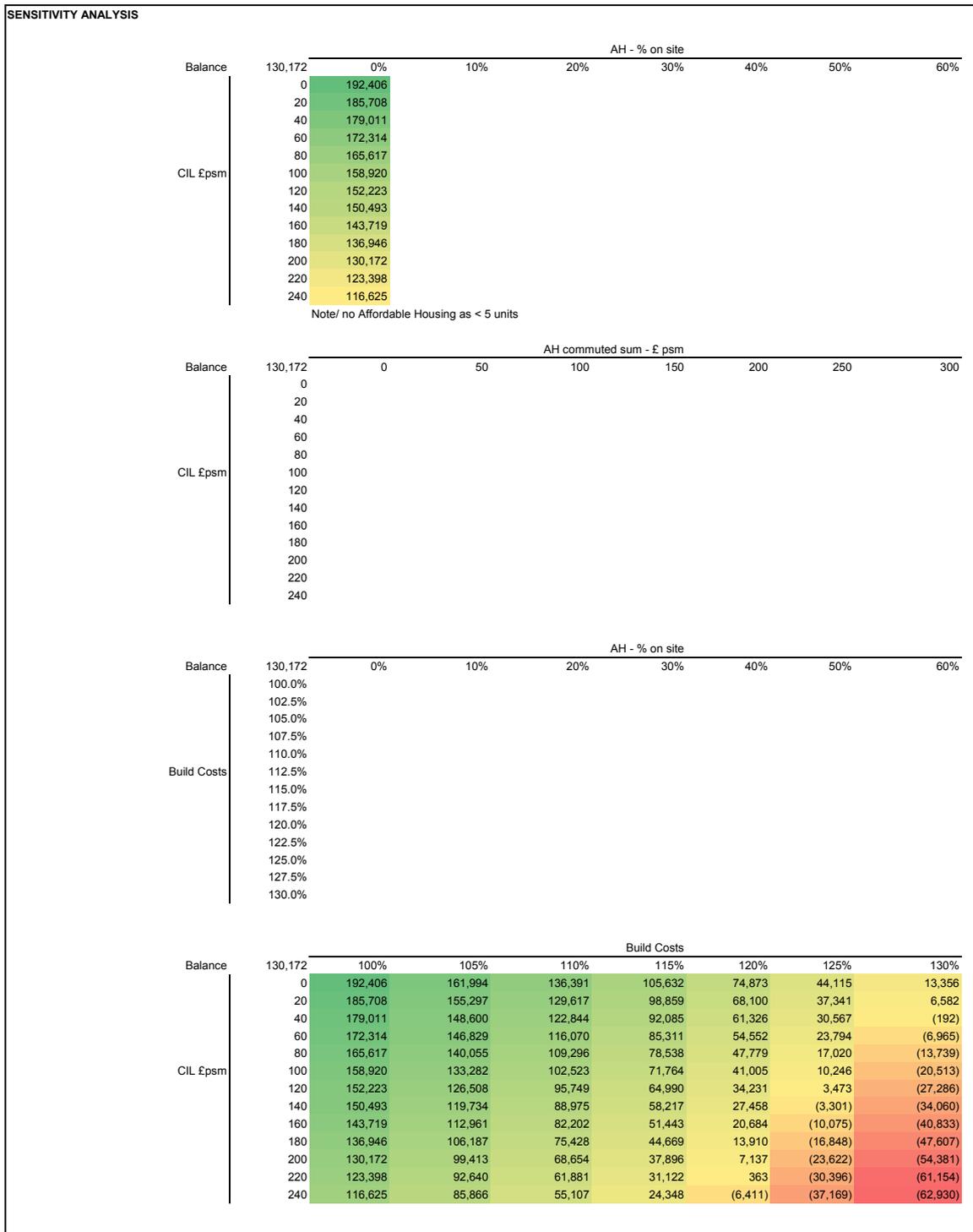
0 £

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Scheme 5

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					(10,000)
Statutory Planning Fees					(1,155)
CIL	366 sqm (exc. AH)	200 £ psm	4.43%		(73,260)
Site Specific S106/278	3 units @	0 per unit			-
AH Commuted Sum	n/a	366 sqm	0 £ psm	0.00%	-
Construction Costs -					
Demolition and Site Clearance	0.30 acres @	0 per acre			-
2 Bed houses	- sqm @	1,401.00 psm			-
3 Bed houses	- sqm @	1,401.00 psm			-
4 Bed houses	108.9 sqm @	1,401.00 psm			(152,569)
5 Bed houses	257.4 sqm @	1,401.00 psm			(360,617)
1 Bed Apartment	- sqm @	1,401.00 psm			-
2 Bed Apartment	366.3 - sqm @	1,401.00 psm			-
External works	513,186 @	15%			(76,978)
	25,919 £per unit				
Contingency	590,164 @	5%			(29,508)
Professional Fees	590,164 @	9%			(53,115)
Disposal Costs -					
Sale Agents Costs	1,655,280 GDV @	1.00%			(16,553)
Sale Legal Costs	1,655,280 GDV @	0.50%			(8,276)
Marketing and Promotion	1,655,280 GDV @	3.00%			(49,658)
Finance Costs -					
Finance Fees	831,690 @	1.00%			(8,317)
Interest on Development Costs	7.00% APR	0.565% pcm			(10,456)
Developers Profit					
On private for sale	1,655,280	20.00%			(331,056)
On affordable housing pre-sale (blended)	0	6.00%			-
		20.00%			
TOTAL COSTS					(1,181,518)
RESIDUAL LAND VALUE					
Residual Land Value (gross)					473,762
SDLT	473,762 @				(14,213)
Acquisition Agent fees	473,762 @	1%			(4,738)
Acquisition Legal fees	473,762 @	0.5%			(2,369)
Interest on Land	473,762 @	7.0%			(33,163)
Residual Land Value (net)	139,760 per plot				419,279
TRESHOLD LAND VALUE					
Residential Density	25 dph				
Site Area	0.12 ha	0.30 acres			
	3,053 sqm/ha	13,297 sqft/ac			
Threshold Land Value	2,409,225 £ per ha	975,000 £ per acre			
	96,369 £ per plot				289,107
BALANCE					
Surplus/(Deficit)					130,172

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NOTES

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150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 6

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						3
AH Policy requirement %	n/a	100%	AH Target	0%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	0%	0.0	0%	0	0%	0
3 Bed houses	0%	0.0	0%	0	0%	0
4 Bed houses	33%	1.0	0%	0	33%	1
5 Bed houses	66%	2.0	0%	0	67%	2
1 Bed Apartment	0%	0.0	0%	0	0%	0
2 Bed Apartment	0%	0.0	0%	0	0%	0
Total number of units	99%	3.0	0%	0	100%	3
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %	%	Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	0.0	0	0.0	0	0.0	0
3 Bed houses	0.0	0	0.0	0	0.0	0
4 Bed houses	108.9	1,172	0.0	0	108.9	1,172
5 Bed houses	257.4	2,771	0.0	0	257.4	2,771
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	366.3	3,943	0.0	0	366.3	3,943
Open Market values (£) -	£ psm	£ psf		£		total MV £ (no AH)
2 Bed houses	2,956.3	275		236,500		0
3 Bed houses	3,242.1	301		308,000		0
4 Bed houses	3,900.0	362		429,000		424,710
5 Bed houses	4,230.8	393		550,000		1,089,000
1 Bed Apartment	3,300.0	307		165,000		0
2 Bed Apartment	3,553.8	330		231,000		0
						1,513,710
Affordable Housing -						
AH Tenure split	66% Affordable Rent			34% Intermediate		
RSL Transfer Values (£) -	(% of MV)			(% of MV)		
2 Bed houses	130,000 55%			135,000 57%		
3 Bed houses	145,000 47%			165,000 54%		
4 Bed houses	185,000 43%			195,000 45%		
5 Bed houses	210,000 38%			225,000 41%		
1 Bed Apartment	100,000 61%			110,000 67%		
2 Bed Apartment	115,000 50%			125,000 54%		

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Scheme 6

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	0	@	236,500	-
3 Bed houses	0	@	308,000	-
4 Bed houses	1	@	429,000	424,710
5 Bed houses	2	@	550,000	1,089,000
1 Bed Apartment	0	@	165,000	-
2 Bed Apartment	0	@	231,000	-
	3			1,513,710
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	0			-
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	0			-
	3 total			-
Grant	0.0	AH units @	0	-
GDV				1,513,710

AH on-site cost (£MV - £GDV)
 AH on-site cost analysis

0 £ per unit

0 £ psm

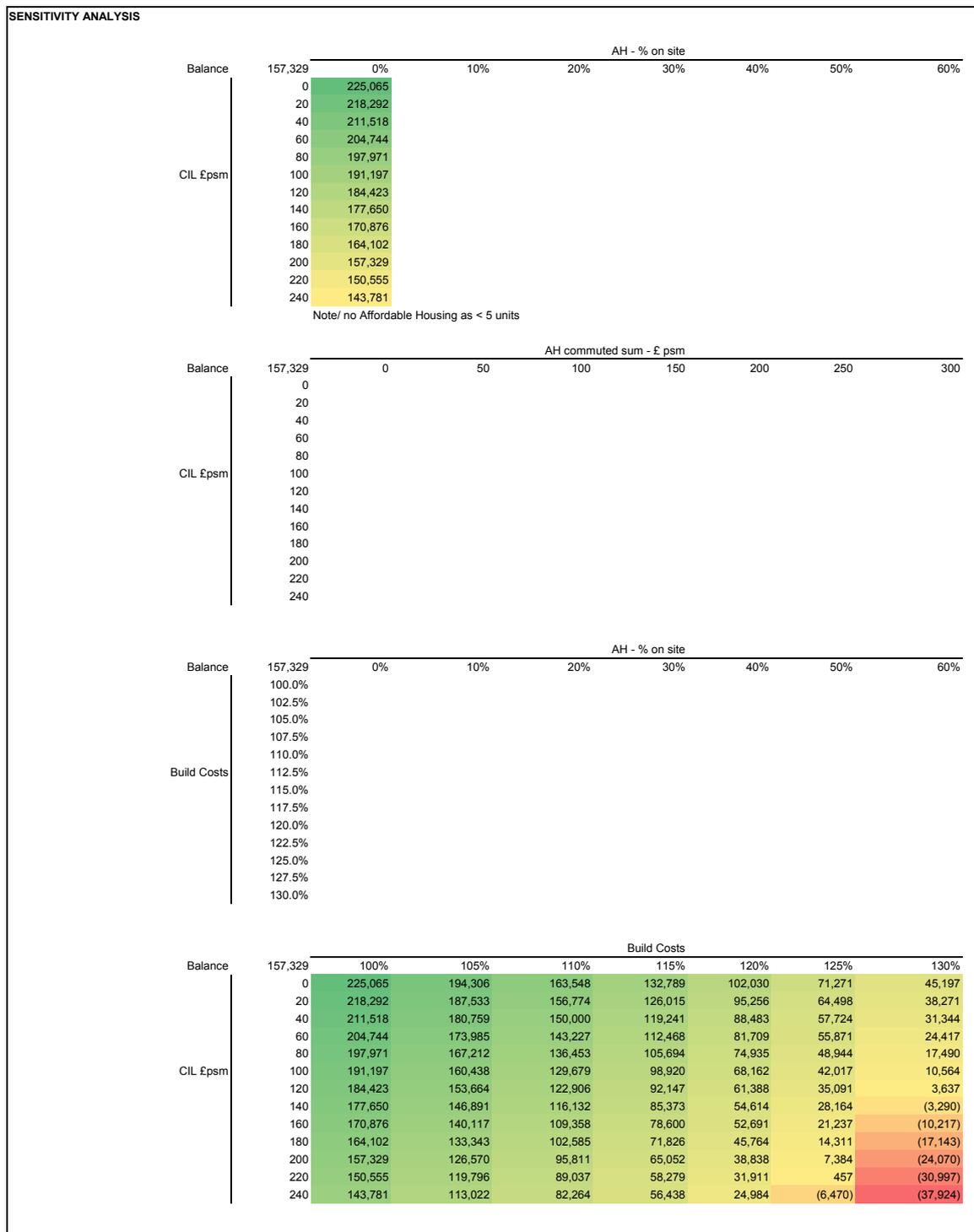
0 £

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 6

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					(10,000)
Statutory Planning Fees					(1,155)
CIL	366 sqm (exc. AH)	200 £ psm	4.84%		(73,260)
Site Specific S106/278	3 units @	0 per unit			-
AH Commuted Sum	n/a	366 sqm	0 £ psm	0.00%	-
Construction Costs -					
Demolition and Site Clearance	0.30 acres @	0 per acre			-
2 Bed houses	- sqm @	1,401.00 psm			-
3 Bed houses	- sqm @	1,401.00 psm			-
4 Bed houses	108.9 sqm @	1,401.00 psm			(152,569)
5 Bed houses	257.4 sqm @	1,401.00 psm			(360,617)
1 Bed Apartment	- sqm @	1,401.00 psm			-
2 Bed Apartment	366.3 - sqm @	1,401.00 psm			-
External works	513,186 @	15%			(76,978)
	25,919 £per unit				
Contingency	590,164 @	5%			(29,508)
Professional Fees	590,164 @	9%			(53,115)
Disposal Costs -					
Sale Agents Costs	1,513,710 GDV @	1.00%			(15,137)
Sale Legal Costs	1,513,710 GDV @	0.50%			(7,569)
Marketing and Promotion	1,513,710 GDV @	3.00%			(45,411)
Finance Costs -					
Finance Fees	825,319 @	1.00%			(8,253)
Interest on Development Costs	7.00% APR	0.565% pcm			(11,157)
Developers Profit					
On private for sale	1,513,710	20.00%			(302,742)
On affordable housing pre-sale (blended)	0	6.00%			-
		20.00%			
TOTAL COSTS					(1,147,471)
RESIDUAL LAND VALUE					
Residual Land Value (gross)					366,239
SDLT	366,239 @				(10,987)
Acquisition Agent fees	366,239 @	1%			(3,662)
Acquisition Legal fees	366,239 @	0.5%			(1,831)
Interest on Land	366,239 @	7.0%			(25,637)
Residual Land Value (net)	108,040 per plot				324,121
TRESHOLD LAND VALUE					
Residential Density	25 dph				
Site Area	0.12 ha	0.30 acres			
	3,053 sqm/ha	13,297 sqft/ac			
Threshold Land Value	1,389,938 £ per ha	562,500 £ per acre			
	55,598 £ per plot				166,793
BALANCE					
Surplus/(Deficit)					157,329

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NOTES

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Scheme 7

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						5
AH Policy requirement %	n/a	100%	AH Target	0%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	20%	1.0	0%	0	20%	1
3 Bed houses	20%	1.0	0%	0	20%	1
4 Bed houses	40%	2.0	0%	0	40%	2
5 Bed houses	20%	1.0	0%	0	20%	1
1 Bed Apartment	0%	0.0	0%	0	0%	0
2 Bed Apartment	0%	0.0	0%	0	0%	0
Total number of units	100%	5.0	0%	0	100%	5
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	80.0	861	0.0	0	80.0	861
3 Bed houses	95.0	1,023	0.0	0	95.0	1,023
4 Bed houses	220.0	2,368	0.0	0	220.0	2,368
5 Bed houses	130.0	1,399	0.0	0	130.0	1,399
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	525.0	5,651	0.0	0	525.0	5,651
Open Market values (£) -	£ psm	£ psf		£		total MV £ (no AH)
2 Bed houses	4,125.0	383		330,000		330,000
3 Bed houses	4,515.8	420		429,000		429,000
4 Bed houses	5,100.0	474		561,000		1,122,000
5 Bed houses	5,584.6	519		726,000		726,000
1 Bed Apartment	5,280.0	491		264,000		0
2 Bed Apartment	5,076.9	472		330,000		0
						2,607,000
Affordable Housing -						
AH Tenure split	66%	Affordable Rent		34%	Intermediate	
RSL Transfer Values (£) -		(% of MV)		(% of MV)		
2 Bed houses	130,000	39%		135,000	41%	
3 Bed houses	145,000	34%		165,000	38%	
4 Bed houses	185,000	33%		195,000	35%	
5 Bed houses	210,000	29%		225,000	31%	
1 Bed Apartment	100,000	38%		110,000	42%	
2 Bed Apartment	115,000	35%		125,000	38%	

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 7

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	1	@	330,000	330,000
3 Bed houses	1	@	429,000	429,000
4 Bed houses	2	@	561,000	1,122,000
5 Bed houses	1	@	726,000	726,000
1 Bed Apartment	0	@	264,000	-
2 Bed Apartment	0	@	330,000	-
	5			2,607,000
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	0			-
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	0			-
	5 total			-
Grant	0.0	AH units @	0	-
GDV				2,607,000

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

0 £ per unit

0 £ psm

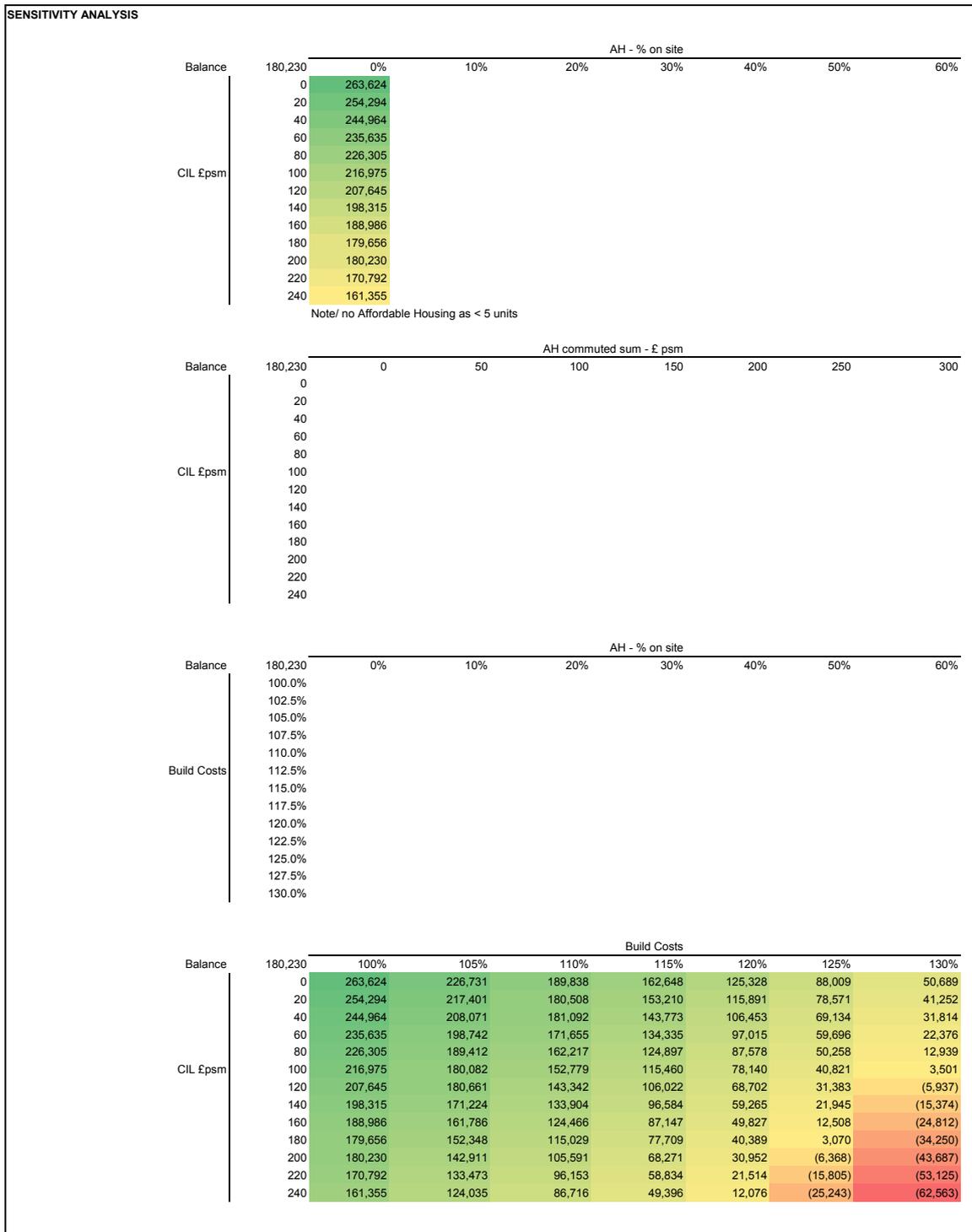
0 £

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 7

DEVELOPMENT COSTS						
Initial Payments -						
Planning Application Professional Fees and reports					(15,000)	
Statutory Planning Fees					(1,925)	
CIL	525 sqm (exc. AH)	200	£ psm	4.03%	(105,000)	
Site Specific S106/278	5 units @	0	per unit		-	
AH Commuted Sum	n/a	525 sqm	0	£ psm	0.00%	-
Construction Costs -						
Demolition and Site Clearance	0.46 acres @	0	per acre		-	
2 Bed houses	80.0 sqm @	1,221.00	psm		(97,680)	
3 Bed houses	95.0 sqm @	1,221.00	psm		(115,995)	
4 Bed houses	220.0 sqm @	1,221.00	psm		(268,620)	
5 Bed houses	130.0 sqm @	1,221.00	psm		(158,730)	
1 Bed Apartment	- sqm @	1,221.00	psm		-	
2 Bed Apartment	525.0 - sqm @	1,221.00	psm		-	
External works	641,025 @	15%			(96,154)	
	19,231 £per unit					
Contingency	737,179 @	5%			(36,859)	
Professional Fees	737,179 @	9%			(66,346)	
Disposal Costs -						
Sale Agents Costs	2,607,000 GDV @	1.00%			(26,070)	
Sale Legal Costs	2,607,000 GDV @	0.50%			(13,035)	
Marketing and Promotion	2,607,000 GDV @	3.00%			(78,210)	
Finance Costs -						
Finance Fees	1,079,624 @	1.00%			(10,796)	
Interest on Development Costs	7.00% APR		0.565% pcm		(4,758)	
Developers Profit						
On private for sale	2,607,000	20.00%			(521,400)	
On affordable housing pre-sale (blended)	0	6.00%			-	
		20.00%				
TOTAL COSTS					(1,616,578)	
RESIDUAL LAND VALUE						
Residual Land Value (gross)					990,422	
SDLT	990,422 @				(39,617)	
Acquisition Agent fees	990,422 @	1%			(9,904)	
Acquisition Legal fees	990,422 @	0.5%			(4,952)	
Interest on Land	990,422 @	7.0%			(69,330)	
Residual Land Value (net)	173,324 per plot				866,619	
TRESHOLD LAND VALUE						
Residential Density	27 dph					
Site Area	0.19 ha		0.46 acres			
	2,835 sqm/ha		12,350 sqft/ac			
Threshold Land Value	3,706,500 £ per ha		1,500,000 £ per acre			
	137,278 £ per plot				686,389	
BALANCE						
Surplus/(Deficit)					180,230	

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NOTES

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150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 8

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						5
AH Policy requirement %	n/a	100%	AH Target	0%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	20%	1.0	0%	0	20%	1
3 Bed houses	20%	1.0	0%	0	20%	1
4 Bed houses	40%	2.0	0%	0	40%	2
5 Bed houses	20%	1.0	0%	0	20%	1
1 Bed Apartment	0%	0.0	0%	0	0%	0
2 Bed Apartment	0%	0.0	0%	0	0%	0
Total number of units	100%	5.0	0%	0	100%	5
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %	%	Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	80.0	861	0.0	0	80.0	861
3 Bed houses	95.0	1,023	0.0	0	95.0	1,023
4 Bed houses	220.0	2,368	0.0	0	220.0	2,368
5 Bed houses	130.0	1,399	0.0	0	130.0	1,399
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	525.0	5,651	0.0	0	525.0	5,651
Open Market values (£) -	£ psm	£ psf	£		total MV £ (no AH)	
2 Bed houses	3,162.5	294	253,000		253,000	
3 Bed houses	3,705.3	344	352,000		352,000	
4 Bed houses	4,200.0	390	462,000		924,000	
5 Bed houses	4,653.8	432	605,000		605,000	
1 Bed Apartment	4,620.0	429	231,000		0	
2 Bed Apartment	3,892.3	362	253,000		0	
					2,134,000	
Affordable Housing -						
AH Tenure split	66% Affordable Rent		34% Intermediate			
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000 51%		135,000 53%			
3 Bed houses	145,000 41%		165,000 47%			
4 Bed houses	185,000 40%		195,000 42%			
5 Bed houses	210,000 35%		225,000 37%			
1 Bed Apartment	100,000 43%		110,000 48%			
2 Bed Apartment	115,000 45%		125,000 49%			

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Scheme 8

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	1	@	253,000	253,000
3 Bed houses	1	@	352,000	352,000
4 Bed houses	2	@	462,000	924,000
5 Bed houses	1	@	605,000	605,000
1 Bed Apartment	0	@	231,000	-
2 Bed Apartment	0	@	253,000	-
	5			2,134,000
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	0			-
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	0			-
	5 total			-
Grant	0.0	AH units @	0	-
GDV				2,134,000

AH on-site cost (£MV - £GDV)
 AH on-site cost analysis

0 £ per unit

0 £ psm

0 £

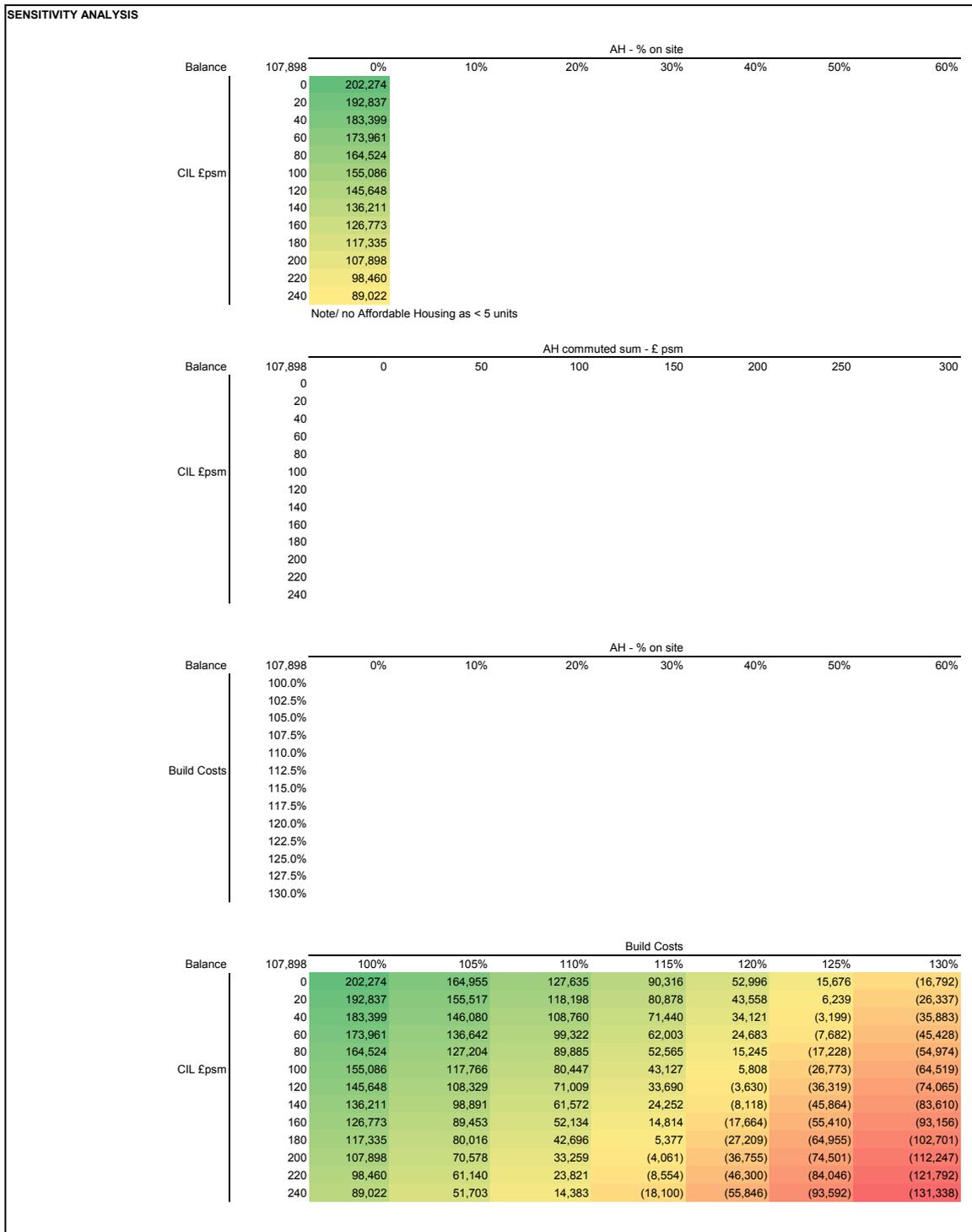
150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 8

DEVELOPMENT COSTS						
Initial Payments -						
Planning Application Professional Fees and reports					(15,000)	
Statutory Planning Fees					(1,925)	
CIL	525 sqm (exc. AH)	200	£ psm	4.92%	(105,000)	
Site Specific S106/278	5 units @	0	per unit		-	
AH Commuted Sum	n/a	525 sqm	0	£ psm	0.00%	-
Construction Costs -						
Demolition and Site Clearance	0.46 acres @	0	per acre		-	
2 Bed houses	80.0 sqm @	1,221.00	psm		(97,680)	
3 Bed houses	95.0 sqm @	1,221.00	psm		(115,995)	
4 Bed houses	220.0 sqm @	1,221.00	psm		(268,620)	
5 Bed houses	130.0 sqm @	1,221.00	psm		(158,730)	
1 Bed Apartment	- sqm @	1,221.00	psm		-	
2 Bed Apartment	525.0 - sqm @	1,221.00	psm		-	
External works	641,025 @	15%			(96,154)	
	19,231 £per unit					
Contingency	737,179 @	5%			(36,859)	
Professional Fees	737,179 @	9%			(66,346)	
Disposal Costs -						
Sale Agents Costs	2,134,000 GDV @	1.00%			(21,340)	
Sale Legal Costs	2,134,000 GDV @	0.50%			(10,670)	
Marketing and Promotion	2,134,000 GDV @	3.00%			(64,020)	
Finance Costs -						
Finance Fees	1,058,339 @	1.00%			(10,583)	
Interest on Development Costs	7.00% APR		0.565% pcm		(5,077)	
Developers Profit						
On private for sale	2,134,000	20.00%			(426,800)	
On affordable housing pre-sale (blended)	0	6.00%			-	
		20.00%				
TOTAL COSTS					(1,500,799)	
RESIDUAL LAND VALUE						
Residual Land Value (gross)					633,201	
SDLT	633,201 @				(25,328)	
Acquisition Agent fees	633,201 @	1%			(6,332)	
Acquisition Legal fees	633,201 @	0.5%			(3,166)	
Interest on Land	633,201 @	7.0%			(44,324)	
Residual Land Value (net)	110,810 per plot				554,051	
TRESHOLD LAND VALUE						
Residential Density	27	dph				
Site Area	0.19 ha		0.46 acres			
	2,835 sqm/ha		12,350 sqft/ac			
Threshold Land Value	2,409,225 £ per ha		975,000 £ per acre			
	89,231 £ per plot				446,153	
BALANCE						
Surplus/(Deficit)					107,898	

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Scheme 8



NOTES

Cells highlighted in yellow are input cells

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Figures in brackets, thus (00,000.00), are negative values / costs

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Scheme 9

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						5
AH Policy requirement %	n/a	100%	AH Target	0%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	20%	1.0	0%	0	20%	1
3 Bed houses	20%	1.0	0%	0	20%	1
4 Bed houses	40%	2.0	0%	0	40%	2
5 Bed houses	20%	1.0	0%	0	20%	1
1 Bed Apartment	0%	0.0	0%	0	0%	0
2 Bed Apartment	0%	0.0	0%	0	0%	0
Total number of units	100%	5.0	0%	0	100%	5
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	80.0	861	0.0	0	80.0	861
3 Bed houses	95.0	1,023	0.0	0	95.0	1,023
4 Bed houses	220.0	2,368	0.0	0	220.0	2,368
5 Bed houses	130.0	1,399	0.0	0	130.0	1,399
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	525.0	5,651	0.0	0	525.0	5,651
Open Market values (£) -	£ psm	£ psf		£		total MV £ (no AH)
2 Bed houses	2,956.3	275		236,500		236,500
3 Bed houses	3,242.1	301		308,000		308,000
4 Bed houses	3,900.0	362		429,000		858,000
5 Bed houses	4,230.8	393		550,000		550,000
1 Bed Apartment	3,300.0	307		165,000		0
2 Bed Apartment	3,553.8	330		231,000		0
						1,952,500
Affordable Housing -						
AH Tenure split	66% Affordable Rent			34% Intermediate		
RSL Transfer Values (£) -	(% of MV)			(% of MV)		
2 Bed houses	130,000 55%			135,000 57%		
3 Bed houses	145,000 47%			165,000 54%		
4 Bed houses	185,000 43%			195,000 45%		
5 Bed houses	210,000 38%			225,000 41%		
1 Bed Apartment	100,000 61%			110,000 67%		
2 Bed Apartment	115,000 50%			125,000 54%		

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Scheme 9

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	1	@	236,500	236,500
3 Bed houses	1	@	308,000	308,000
4 Bed houses	2	@	429,000	858,000
5 Bed houses	1	@	550,000	550,000
1 Bed Apartment	0	@	165,000	-
2 Bed Apartment	0	@	231,000	-
	5			1,952,500
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	0			-
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	0			-
	5 total			-
Grant	0.0	AH units @	0	-
GDV				1,952,500

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

0 £ per unit

0 £ psm

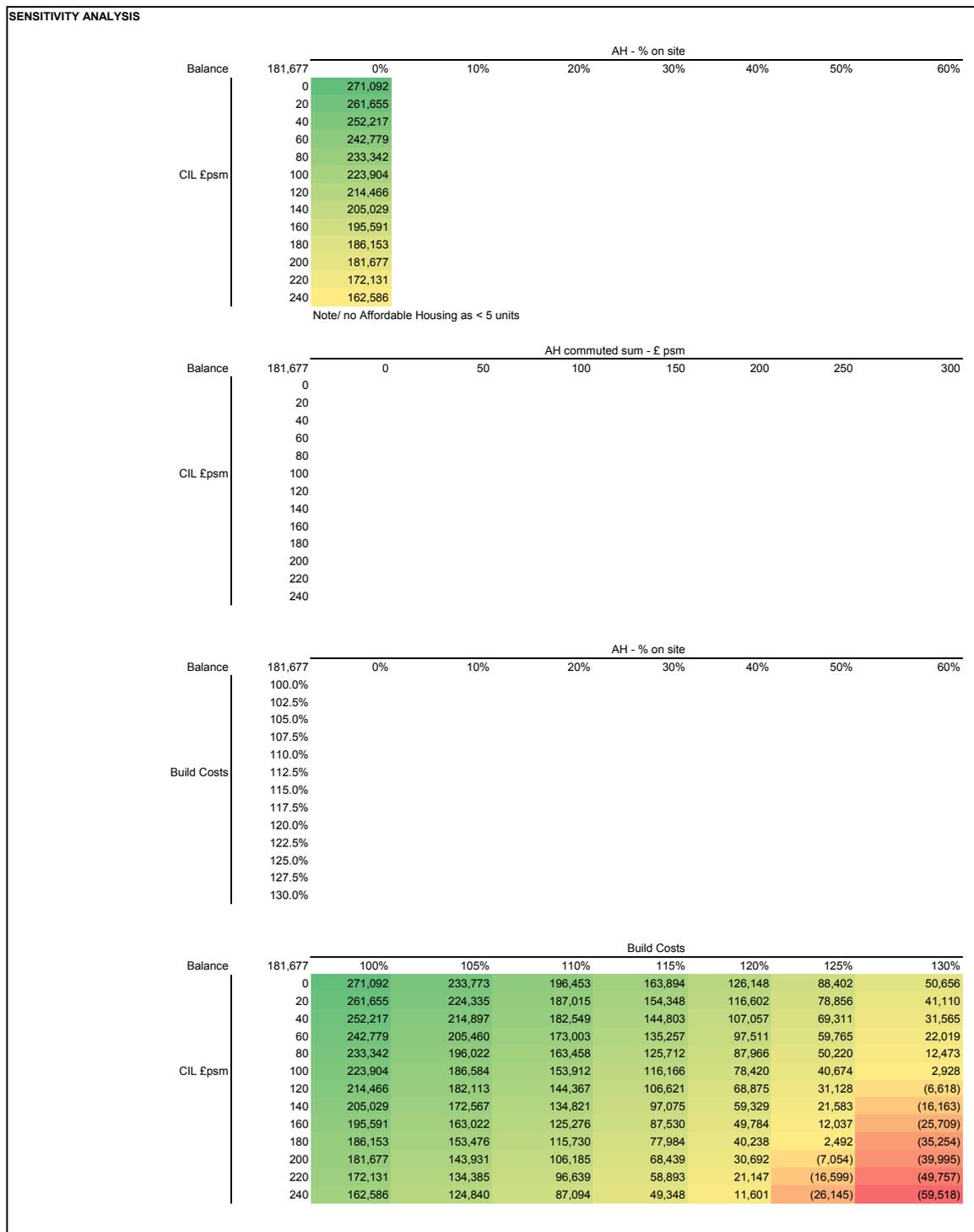
0 £

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 9

DEVELOPMENT COSTS						
Initial Payments -						
Planning Application Professional Fees and reports					(15,000)	
Statutory Planning Fees					(1,925)	
CIL	525 sqm (exc. AH)	200	£ psm	5.38%	(105,000)	
Site Specific S106/278	5 units @	0	per unit		-	
AH Commuted Sum	n/a	525 sqm	0	£ psm	0.00%	-
Construction Costs -						
Demolition and Site Clearance	0.46 acres @	0	per acre		-	
2 Bed houses	80.0 sqm @	1,221.00	psm		(97,680)	
3 Bed houses	95.0 sqm @	1,221.00	psm		(115,995)	
4 Bed houses	220.0 sqm @	1,221.00	psm		(268,620)	
5 Bed houses	130.0 sqm @	1,221.00	psm		(158,730)	
1 Bed Apartment	- sqm @	1,221.00	psm		-	
2 Bed Apartment	525.0 - sqm @	1,221.00	psm		-	
External works	641,025 @	15%			(96,154)	
	19,231 £per unit					
Contingency	737,179 @	5%			(36,859)	
Professional Fees	737,179 @	9%			(66,346)	
Disposal Costs -						
Sale Agents Costs	1,952,500 GDV @	1.00%			(19,525)	
Sale Legal Costs	1,952,500 GDV @	0.50%			(9,763)	
Marketing and Promotion	1,952,500 GDV @	3.00%			(58,575)	
Finance Costs -						
Finance Fees	1,050,171 @	1.00%			(10,502)	
Interest on Development Costs	7.00% APR		0.565% pcm		(5,200)	
Developers Profit						
On private for sale	1,952,500	20.00%			(390,500)	
On affordable housing pre-sale (blended)	0	6.00%			-	
		20.00%				
TOTAL COSTS					(1,456,373)	
RESIDUAL LAND VALUE						
Residual Land Value (gross)					496,127	
SDLT	496,127 @				(14,884)	
Acquisition Agent fees	496,127 @	1%			(4,961)	
Acquisition Legal fees	496,127 @	0.5%			(2,481)	
Interest on Land	496,127 @	7.0%			(34,729)	
Residual Land Value (net)	87,815 per plot				439,073	
TRESHOLD LAND VALUE						
Residential Density	27 dph					
Site Area	0.19 ha		0.46 acres			
	2,835 sqm/ha		12,350 sqft/ac			
Threshold Land Value	1,389,938 £ per ha		562,500 £ per acre			
	51,479 £ per plot				257,396	
BALANCE						
Surplus/(Deficit)					181,677	

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NOTES

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Figures in brackets, thus (00,000.00), are negative values / costs

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Scheme 10

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						5
AH Policy requirement %	n/a	100%	AH Target	0%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	20%	1.0	0%	0	20%	1
3 Bed houses	20%	1.0	0%	0	20%	1
4 Bed houses	40%	2.0	0%	0	40%	2
5 Bed houses	20%	1.0	0%	0	20%	1
1 Bed Apartment	0%	0.0	0%	0	0%	0
2 Bed Apartment	0%	0.0	0%	0	0%	0
Total number of units	100%	5.0	0%	0	100%	5
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %	%	Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	80.0	861	0.0	0	80.0	861
3 Bed houses	95.0	1,023	0.0	0	95.0	1,023
4 Bed houses	220.0	2,368	0.0	0	220.0	2,368
5 Bed houses	130.0	1,399	0.0	0	130.0	1,399
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	525.0	5,651	0.0	0	525.0	5,651
Open Market values (£) -	£ psm	£ psf	£		total MV £ (no AH)	
2 Bed houses	4,125.0	383	330,000		330,000	
3 Bed houses	4,515.8	420	429,000		429,000	
4 Bed houses	5,100.0	474	561,000		1,122,000	
5 Bed houses	5,584.6	519	726,000		726,000	
1 Bed Apartment	5,280.0	491	264,000		0	
2 Bed Apartment	5,076.9	472	330,000		0	
					2,607,000	
Affordable Housing -						
AH Tenure split	66% Affordable Rent		34% Intermediate			
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000 39%		135,000 41%			
3 Bed houses	145,000 34%		165,000 38%			
4 Bed houses	185,000 33%		195,000 35%			
5 Bed houses	210,000 29%		225,000 31%			
1 Bed Apartment	100,000 38%		110,000 42%			
2 Bed Apartment	115,000 35%		125,000 38%			

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Scheme 10

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	1	@	330,000	330,000
3 Bed houses	1	@	429,000	429,000
4 Bed houses	2	@	561,000	1,122,000
5 Bed houses	1	@	726,000	726,000
1 Bed Apartment	0	@	264,000	-
2 Bed Apartment	0	@	330,000	-
	5			2,607,000
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	0			-
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	0			-
	5 total			-
Grant	0.0	AH units @	0	-
GDV				2,607,000

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

0 £ per unit

0 £ psm

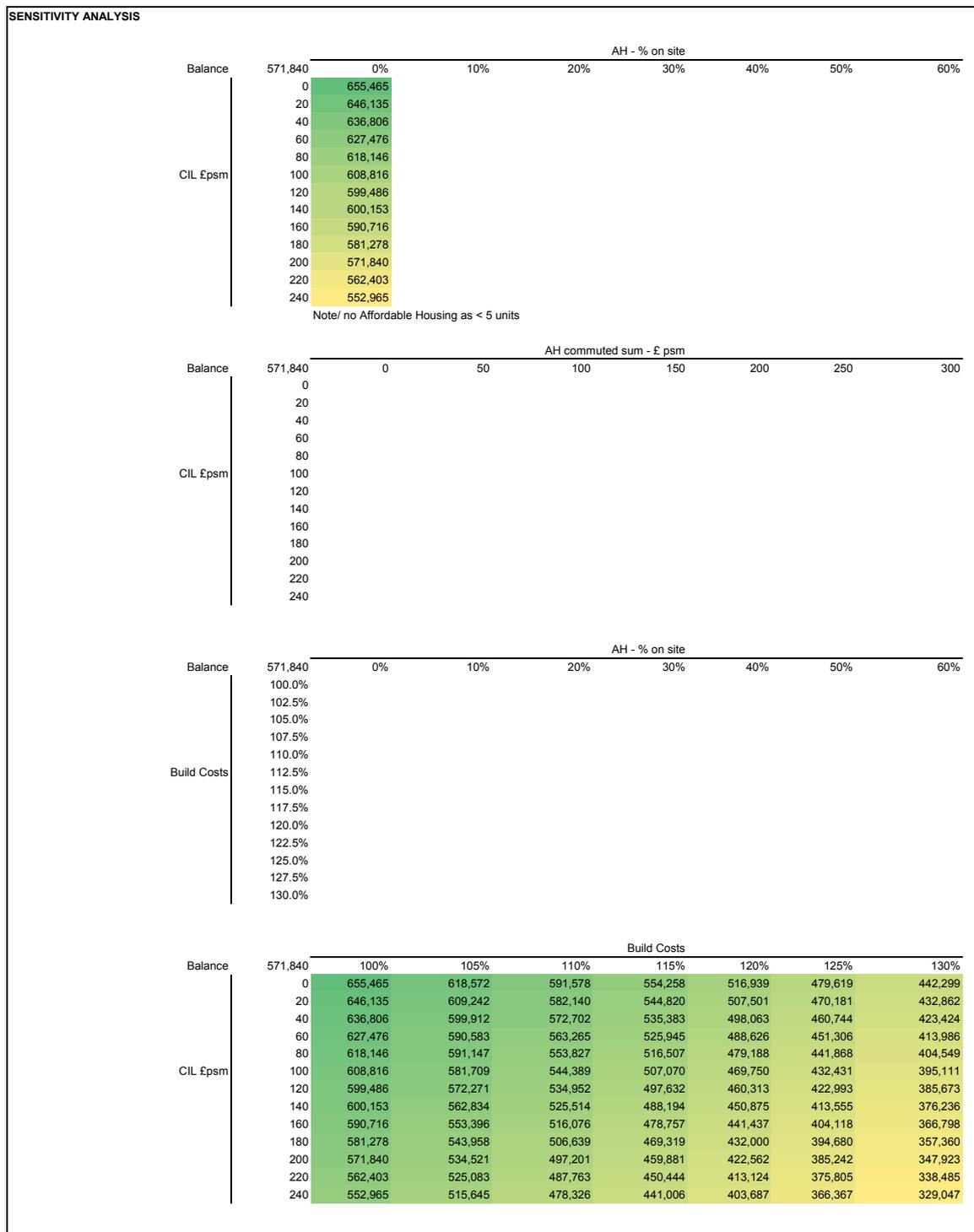
0 £

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 10

DEVELOPMENT COSTS						
Initial Payments -						
Planning Application Professional Fees and reports					(15,000)	
Statutory Planning Fees					(1,925)	
CIL	525 sqm (exc. AH)	200	£ psm	4.03%	(105,000)	
Site Specific S106/278	5 units @	0	per unit		-	
AH Commuted Sum	n/a	525 sqm	0	£ psm	0.00%	-
Construction Costs -						
Demolition and Site Clearance	0.46 acres @	50,000	per acre		(22,880)	
2 Bed houses	80.0 sqm @	1,221.00	psm		(97,680)	
3 Bed houses	95.0 sqm @	1,221.00	psm		(115,995)	
4 Bed houses	220.0 sqm @	1,221.00	psm		(268,620)	
5 Bed houses	130.0 sqm @	1,221.00	psm		(158,730)	
1 Bed Apartment	- sqm @	1,221.00	psm		-	
2 Bed Apartment	525.0 - sqm @	1,221.00	psm		-	
External works	641,025 @	15%			(96,154)	
	19,231 £per unit					
Contingency	737,179 @	5%			(36,859)	
Professional Fees	737,179 @	9%			(66,346)	
Disposal Costs -						
Sale Agents Costs	2,607,000 GDV @	1.00%			(26,070)	
Sale Legal Costs	2,607,000 GDV @	0.50%			(13,035)	
Marketing and Promotion	2,607,000 GDV @	3.00%			(78,210)	
Finance Costs -						
Finance Fees	1,102,503 @	1.00%			(11,025)	
Interest on Development Costs	7.00% APR		0.565% pcm		(4,762)	
Developers Profit						
On private for sale	2,607,000	20.00%			(521,400)	
On affordable housing pre-sale (blended)	0	6.00%			-	
		20.00%				
TOTAL COSTS					(1,639,691)	
RESIDUAL LAND VALUE						
Residual Land Value (gross)					967,309	
SDLT	967,309 @				(38,692)	
Acquisition Agent fees	967,309 @	1%			(9,673)	
Acquisition Legal fees	967,309 @	0.5%			(4,837)	
Interest on Land	967,309 @	7.0%			(67,712)	
Residual Land Value (net)	169,279 per plot				846,396	
TRESHOLD LAND VALUE						
Residential Density	27 dph					
Site Area	0.19 ha		0.46 acres			
	2,835 sqm/ha		12,350 sqft/ac			
Threshold Land Value	1,482,600 £ per ha	600,000	£ per acre			
	54,911 £ per plot				274,556	
BALANCE						
Surplus/(Deficit)					571,840	

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NOTES

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Figures in brackets, thus (00,000.00), are negative values / costs

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 11

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						5
AH Policy requirement %	n/a	100%	AH Target	0%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	20%	1.0	0%	0	20%	1
3 Bed houses	20%	1.0	0%	0	20%	1
4 Bed houses	40%	2.0	0%	0	40%	2
5 Bed houses	20%	1.0	0%	0	20%	1
1 Bed Apartment	0%	0.0	0%	0	0%	0
2 Bed Apartment	0%	0.0	0%	0	0%	0
Total number of units	100%	5.0	0%	0	100%	5
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %	%	Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	80.0	861	0.0	0	80.0	861
3 Bed houses	95.0	1,023	0.0	0	95.0	1,023
4 Bed houses	220.0	2,368	0.0	0	220.0	2,368
5 Bed houses	130.0	1,399	0.0	0	130.0	1,399
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	525.0	5,651	0.0	0	525.0	5,651
Open Market values (£) -	£ psm	£ psf	£		total MV £ (no AH)	
2 Bed houses	3,162.5	294	253,000		253,000	
3 Bed houses	3,705.3	344	352,000		352,000	
4 Bed houses	4,200.0	390	462,000		924,000	
5 Bed houses	4,653.8	432	605,000		605,000	
1 Bed Apartment	4,620.0	429	231,000		0	
2 Bed Apartment	3,892.3	362	253,000		0	
					2,134,000	
Affordable Housing -						
AH Tenure split	66% Affordable Rent		34% Intermediate			
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000 51%		135,000 53%			
3 Bed houses	145,000 41%		165,000 47%			
4 Bed houses	185,000 40%		195,000 42%			
5 Bed houses	210,000 35%		225,000 37%			
1 Bed Apartment	100,000 43%		110,000 48%			
2 Bed Apartment	115,000 45%		125,000 49%			

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 11

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	1	@	253,000	253,000
3 Bed houses	1	@	352,000	352,000
4 Bed houses	2	@	462,000	924,000
5 Bed houses	1	@	605,000	605,000
1 Bed Apartment	0	@	231,000	-
2 Bed Apartment	0	@	253,000	-
	5			2,134,000
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	0			-
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	0			-
	5 total			-
Grant	0.0	AH units @	0	-
GDV				2,134,000

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

0 £ per unit

0 £ psm

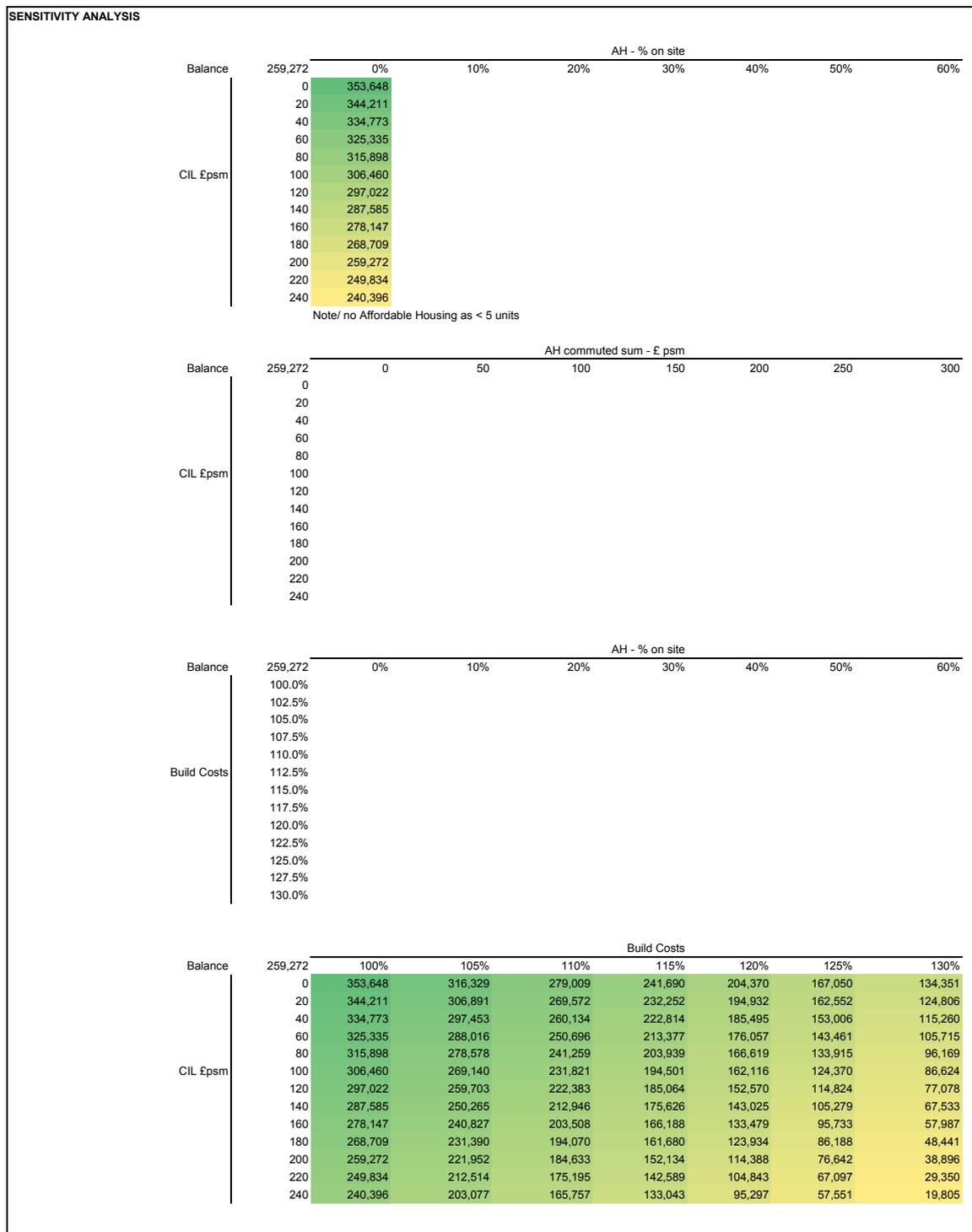
0 £

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 11

DEVELOPMENT COSTS						
Initial Payments -						
Planning Application Professional Fees and reports					(15,000)	
Statutory Planning Fees					(1,925)	
CIL	525 sqm (exc. AH)	200	£ psm	4.92%	(105,000)	
Site Specific S106/278	5 units @	0	per unit		-	
AH Commuted Sum	n/a	525 sqm	0	£ psm	0.00%	-
Construction Costs -						
Demolition and Site Clearance	0.46 acres @	50,000	per acre		(22,880)	
2 Bed houses	80.0 sqm @	1,221.00	psm		(97,680)	
3 Bed houses	95.0 sqm @	1,221.00	psm		(115,995)	
4 Bed houses	220.0 sqm @	1,221.00	psm		(268,620)	
5 Bed houses	130.0 sqm @	1,221.00	psm		(158,730)	
1 Bed Apartment	- sqm @	1,221.00	psm		-	
2 Bed Apartment	525.0 - sqm @	1,221.00	psm		-	
External works	641,025 @	15%			(96,154)	
	19,231 £per unit					
Contingency	737,179 @	5%			(36,859)	
Professional Fees	737,179 @	9%			(66,346)	
Disposal Costs -						
Sale Agents Costs	2,134,000 GDV @	1.00%			(21,340)	
Sale Legal Costs	2,134,000 GDV @	0.50%			(10,670)	
Marketing and Promotion	2,134,000 GDV @	3.00%			(64,020)	
Finance Costs -						
Finance Fees	1,081,218 @	1.00%			(10,812)	
Interest on Development Costs	7.00% APR		0.565% pcm		(5,081)	
Developers Profit						
On private for sale	2,134,000	20.00%			(426,800)	
On affordable housing pre-sale (blended)	0	6.00%			-	
		20.00%				
TOTAL COSTS					(1,523,912)	
RESIDUAL LAND VALUE						
Residual Land Value (gross)					610,088	
SDLT	610,088 @				(24,404)	
Acquisition Agent fees	610,088 @	1%			(6,101)	
Acquisition Legal fees	610,088 @	0.5%			(3,050)	
Interest on Land	610,088 @	7.0%			(42,706)	
Residual Land Value (net)	106,765 per plot				533,827	
TRESHOLD LAND VALUE						
Residential Density	27 dph					
Site Area	0.19 ha		0.46 acres			
	2,835 sqm/ha		12,350 sqft/ac			
Threshold Land Value	1,482,600 £ per ha	600,000	£ per acre			
	54,911 £ per plot				274,556	
BALANCE						
Surplus/(Deficit)					259,272	

150209 West Oxon LPlan CIL Residential Viability Models v8.1a Scheme 11



NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 12

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						5
AH Policy requirement %	n/a	100%	AH Target	0%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	20%	1.0	0%	0	20%	1
3 Bed houses	20%	1.0	0%	0	20%	1
4 Bed houses	40%	2.0	0%	0	40%	2
5 Bed houses	20%	1.0	0%	0	20%	1
1 Bed Apartment	0%	0.0	0%	0	0%	0
2 Bed Apartment	0%	0.0	0%	0	0%	0
Total number of units	100%	5.0	0%	0	100%	5
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	80.0	861	0.0	0	80.0	861
3 Bed houses	95.0	1,023	0.0	0	95.0	1,023
4 Bed houses	220.0	2,368	0.0	0	220.0	2,368
5 Bed houses	130.0	1,399	0.0	0	130.0	1,399
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	525.0	5,651	0.0	0	525.0	5,651
Open Market values (£) -	£ psm	£ psf	£		total MV £ (no AH)	
2 Bed houses	2,956.3	275	236,500		236,500	
3 Bed houses	3,242.1	301	308,000		308,000	
4 Bed houses	3,900.0	362	429,000		858,000	
5 Bed houses	4,230.8	393	550,000		550,000	
1 Bed Apartment	3,300.0	307	165,000		0	
2 Bed Apartment	3,553.8	330	231,000		0	
					1,952,500	
Affordable Housing -						
AH Tenure split	66% Affordable Rent		34% Intermediate			
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000 55%		135,000 57%			
3 Bed houses	145,000 47%		165,000 54%			
4 Bed houses	185,000 43%		195,000 45%			
5 Bed houses	210,000 38%		225,000 41%			
1 Bed Apartment	100,000 61%		110,000 67%			
2 Bed Apartment	115,000 50%		125,000 54%			

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Scheme 12

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	1	@	236,500	236,500
3 Bed houses	1	@	308,000	308,000
4 Bed houses	2	@	429,000	858,000
5 Bed houses	1	@	550,000	550,000
1 Bed Apartment	0	@	165,000	-
2 Bed Apartment	0	@	231,000	-
	5			1,952,500
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	0			-
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	0			-
	5 total			-
Grant	0.0	AH units @	0	-
GDV				1,952,500

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

0 £ per unit

0 £ psm

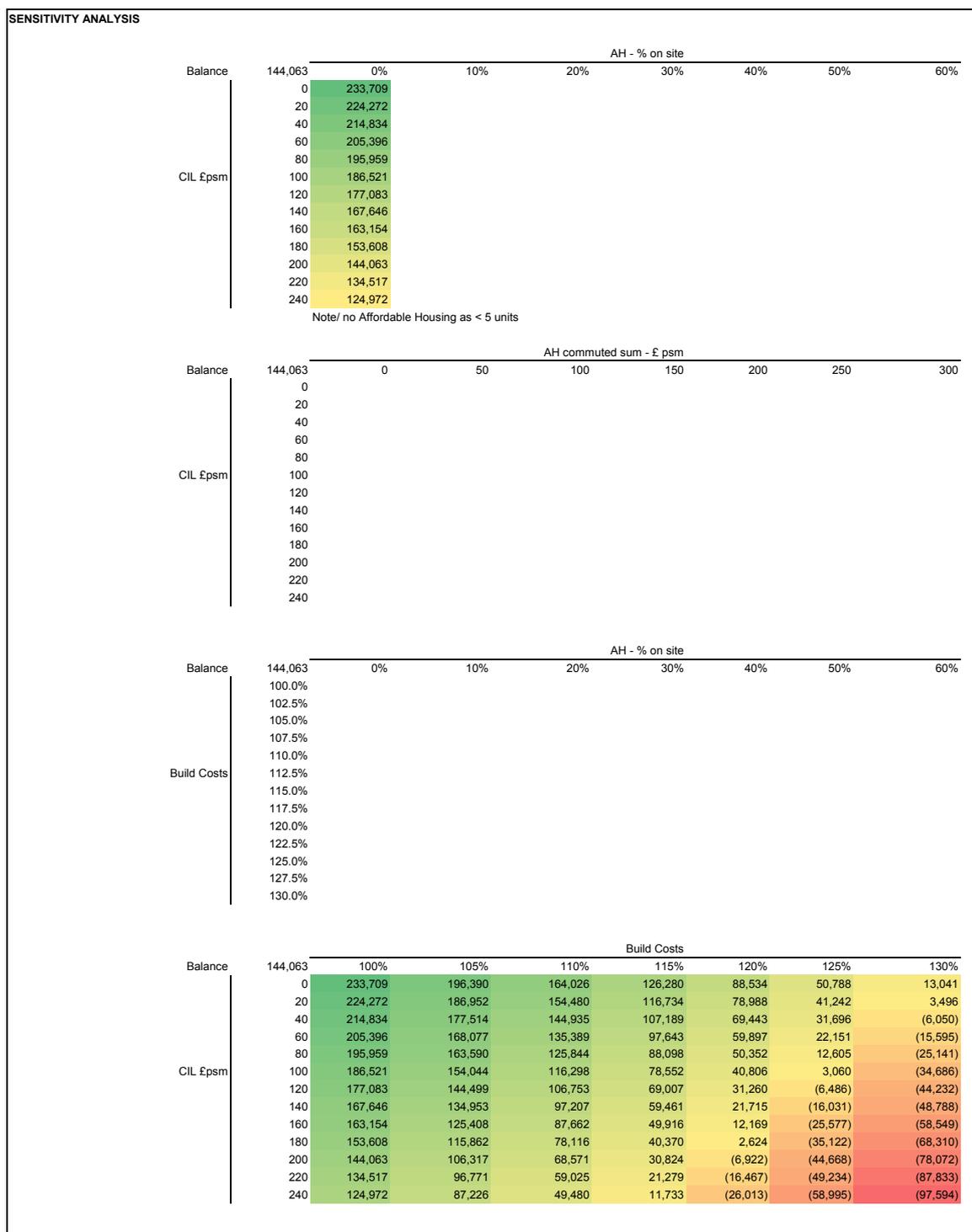
0 £

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 12

DEVELOPMENT COSTS						
Initial Payments -						
Planning Application Professional Fees and reports					(15,000)	
Statutory Planning Fees					(1,925)	
CIL	525 sqm (exc. AH)	200	£ psm	5.38%	(105,000)	
Site Specific S106/278	5 units @	0	per unit		-	
AH Commuted Sum	n/a	525 sqm	0	£ psm	0.00%	-
Construction Costs -						
Demolition and Site Clearance	0.46 acres @	50,000	per acre		(22,880)	
2 Bed houses	80.0 sqm @	1,221.00	psm		(97,680)	
3 Bed houses	95.0 sqm @	1,221.00	psm		(115,995)	
4 Bed houses	220.0 sqm @	1,221.00	psm		(268,620)	
5 Bed houses	130.0 sqm @	1,221.00	psm		(158,730)	
1 Bed Apartment	- sqm @	1,221.00	psm		-	
2 Bed Apartment	525.0 - sqm @	1,221.00	psm		-	
External works	641,025 @	15%			(96,154)	
	19,231 £per unit					
Contingency	737,179 @	5%			(36,859)	
Professional Fees	737,179 @	9%			(66,346)	
Disposal Costs -						
Sale Agents Costs	1,952,500 GDV @	1.00%			(19,525)	
Sale Legal Costs	1,952,500 GDV @	0.50%			(9,763)	
Marketing and Promotion	1,952,500 GDV @	3.00%			(58,575)	
Finance Costs -						
Finance Fees	1,073,051 @	1.00%			(10,731)	
Interest on Development Costs	7.00% APR		0.565% pcm		(5,204)	
Developers Profit						
On private for sale	1,952,500	20.00%			(390,500)	
On affordable housing pre-sale (blended)	0	6.00%			-	
		20.00%				
TOTAL COSTS					(1,479,485)	
RESIDUAL LAND VALUE						
Residual Land Value (gross)					473,015	
SDLT	473,015 @				(14,190)	
Acquisition Agent fees	473,015 @	1%			(4,730)	
Acquisition Legal fees	473,015 @	0.5%			(2,365)	
Interest on Land	473,015 @	7.0%			(33,111)	
Residual Land Value (net)	83,724 per plot				418,618	
TRESHOLD LAND VALUE						
Residential Density	27	dph				
Site Area	0.19 ha		0.46 acres			
	2,835 sqm/ha		12,350 sqft/ac			
Threshold Land Value	1,482,600 £ per ha	600,000	£ per acre			
	54,911 £ per plot				274,556	
BALANCE						
Surplus/(Deficit)					144,063	

150209 West Oxon LPlan CIL Residential Viability Models v8.1a Scheme 12



NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 13

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						8
AH Policy requirement %	n/a	100%	AH Target	0%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	12.5%	1.0	0%	0	13%	1
3 Bed houses	50%	4.0	0%	0	50%	4
4 Bed houses	25%	2.0	0%	0	25%	2
5 Bed houses	12.5%	1.0	0%	0	13%	1
1 Bed Apartment	0%	0.0	0%	0	0%	0
2 Bed Apartment	0%	0.0	0%	0	0%	0
Total number of units	100%	8.0	0%	0	100%	8
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %	%	Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	80.0	861	0.0	0	80.0	861
3 Bed houses	380.0	4,090	0.0	0	380.0	4,090
4 Bed houses	220.0	2,368	0.0	0	220.0	2,368
5 Bed houses	130.0	1,399	0.0	0	130.0	1,399
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	810.0	8,719	0.0	0	810.0	8,719
Open Market values (£) -	£ psm	£ psf	£		total MV £ (no AH)	
2 Bed houses	3,750.0	348	300,000		300,000	
3 Bed houses	4,105.3	381	390,000		1,560,000	
4 Bed houses	4,636.4	431	510,000		1,020,000	
5 Bed houses	5,076.9	472	660,000		660,000	
1 Bed Apartment	4,800.0	446	240,000		0	
2 Bed Apartment	4,615.4	429	300,000		0	
					3,540,000	
Affordable Housing -						
AH Tenure split	66% Affordable Rent		34% Intermediate			
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000 43%		135,000 45%			
3 Bed houses	145,000 37%		165,000 42%			
4 Bed houses	185,000 36%		195,000 38%			
5 Bed houses	210,000 32%		225,000 34%			
1 Bed Apartment	100,000 42%		110,000 46%			
2 Bed Apartment	115,000 38%		125,000 42%			

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Scheme 13

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	1	@	300,000	300,000
3 Bed houses	4	@	390,000	1,560,000
4 Bed houses	2	@	510,000	1,020,000
5 Bed houses	1	@	660,000	660,000
1 Bed Apartment	0	@	240,000	-
2 Bed Apartment	0	@	300,000	-
	8			3,540,000
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	0			-
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	0			-
	8 total			-
Grant	0.0	AH units @	0	-
GDV				3,540,000

AH on-site cost (£MV - £GDV)
 AH on-site cost analysis

0 £ per unit

0 £ psm

0 £

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 13

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					(15,000)
Statutory Planning Fees					(3,080)
CIL	810 sqm (exc. AH)	200	£ psm	4.58%	(162,000)
Site Specific S106/278	8 units @	0	per unit		-
AH Commuted Sum	810 sqm	0	£ psm	0.00%	-
Construction Costs -					
Demolition and Site Clearance	0.56 acres @	0	per acre		-
2 Bed houses	80.0 sqm @	1,084.00	psm		(86,720)
3 Bed houses	380.0 sqm @	1,084.00	psm		(411,920)
4 Bed houses	220.0 sqm @	1,084.00	psm		(238,480)
5 Bed houses	130.0 sqm @	1,084.00	psm		(140,920)
1 Bed Apartment	- sqm @	1,084.00	psm		-
2 Bed Apartment	810.0 - sqm @	1,084.00	psm		-
External works	878,040 @	15%			(131,706)
	16,463				
Contingency	1,009,746 @	5%			(50,487)
Professional Fees	1,009,746 @	9%			(90,877)
Disposal Costs -					
Sale Agents Costs	3,540,000 GDV @	1.00%			(35,400)
Sale Legal Costs	3,540,000 GDV @	0.50%			(17,700)
Marketing and Promotion	3,540,000 GDV @	3.00%			(106,200)
Finance Costs -					
Finance Fees	1,490,490 @	1.00%			(14,905)
Interest on Development Costs	7.00% APR		0.565% pcm		(6,702)
Developers Profit					
On private for sale	3,540,000	20.00%			(708,000)
On affordable housing pre-sale (blended)	0	6.00%			-
		20.00%			
TOTAL COSTS					(2,220,098)
RESIDUAL LAND VALUE					
Residual Land Value (gross)					1,319,902
SDLT	1,319,902 @				(65,995)
Acquisition Agent fees	1,319,902 @	1%			(13,199)
Acquisition Legal fees	1,319,902 @	0.5%			(6,600)
Interest on Land	1,319,902 @		7.0%		(92,393)
Residual Land Value (net)	142,714 per plot				1,141,716
TRESHOLD LAND VALUE					
Residential Density	35	dph			
Site Area	0.23	ha	0.56	acres	
	3,544	sqm/ha	15,437	sqft/ac	
Threshold Land Value	2,409,225	£ per ha	975,000	£ per acre	
	68,835	£ per plot			550,680
BALANCE					
Surplus/(Deficit)					591,036

150209 West Oxon LPlan CIL Residential Viability Models v8.1a Scheme 13

SENSITIVITY ANALYSIS		AH - % on site						
Balance	591,036	0%	10%	20%	30%	40%	50%	60%
	0	734,981						
	20	720,587						
	40	706,192						
	60	691,798						
	80	677,403						
CIL £psm	100	663,008						
	120	648,614						
	140	634,219						
	160	619,825						
	180	605,430						
	200	591,036						
	220	576,641						
	240	562,247						
Note/ no 'on-site' Affordable Housing as < 10 units								
		AH commuted sum - £ psm						
Balance	591,036	0	50	100	150	200	250	300
	0							
	20							
	40							
	60							
	80							
CIL £psm	100							
	120							
	140							
	160							
	180							
	200							
	220							
	240							
		AH - % on site						
Balance	591,036	0%	10%	20%	30%	40%	50%	60%
	100.0%							
	102.5%							
	105.0%							
	107.5%							
	110.0%							
Build Costs	112.5%							
	115.0%							
	117.5%							
	120.0%							
	122.5%							
	125.0%							
	127.5%							
	130.0%							
		Build Costs						
Balance	591,036	100%	105%	110%	115%	120%	125%	130%
	0	734,981	684,447	633,913	583,379	532,845	482,311	431,777
	20	720,587	670,053	619,519	568,984	518,450	467,916	417,382
	40	706,192	655,658	605,124	554,590	504,056	453,522	402,988
	60	691,798	641,264	590,729	540,195	489,661	439,127	388,593
	80	677,403	626,869	576,335	525,801	475,267	424,733	374,199
CIL £psm	100	663,008	612,474	561,940	511,406	460,872	410,338	359,804
	120	648,614	598,080	547,546	497,012	446,478	395,944	345,409
	140	634,219	583,685	533,151	482,617	432,083	381,549	331,015
	160	619,825	569,291	518,757	468,223	417,688	367,154	316,620
	180	605,430	554,896	504,362	453,828	403,294	352,760	312,086
	200	591,036	540,502	489,968	439,433	388,899	338,365	297,525
	220	576,641	526,107	475,573	425,039	374,505	323,971	282,964
	240	562,247	511,712	461,178	410,644	360,110	319,521	268,403

NOTES

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Figures in brackets, thus (00,000.00), are negative values / costs

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 14

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						8
AH Policy requirement %	n/a	100%	AH Target	0%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	12.5%	1.0	0%	0	13%	1
3 Bed houses	50%	4.0	0%	0	50%	4
4 Bed houses	25%	2.0	0%	0	25%	2
5 Bed houses	12.5%	1.0	0%	0	13%	1
1 Bed Apartment	0%	0.0	0%	0	0%	0
2 Bed Apartment	0%	0.0	0%	0	0%	0
Total number of units	100%	8.0	0%	0	100%	8
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %	%	Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	80.0	861	0.0	0	80.0	861
3 Bed houses	380.0	4,090	0.0	0	380.0	4,090
4 Bed houses	220.0	2,368	0.0	0	220.0	2,368
5 Bed houses	130.0	1,399	0.0	0	130.0	1,399
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	810.0	8,719	0.0	0	810.0	8,719
Open Market values (£) -	£ psm	£ psf	£		total MV £ (no AH)	
2 Bed houses	2,875.0	267	230,000		230,000	
3 Bed houses	3,368.4	313	320,000		1,280,000	
4 Bed houses	3,818.2	355	420,000		840,000	
5 Bed houses	4,230.8	393	550,000		550,000	
1 Bed Apartment	4,200.0	390	210,000		0	
2 Bed Apartment	3,538.5	329	230,000		0	
					2,900,000	
Affordable Housing -						
AH Tenure split	66%	Affordable Rent		34%	Intermediate	
RSL Transfer Values (£) -		(% of MV)		(% of MV)		
2 Bed houses	130,000	57%	135,000	59%		
3 Bed houses	145,000	45%	165,000	52%		
4 Bed houses	185,000	44%	195,000	46%		
5 Bed houses	210,000	38%	225,000	41%		
1 Bed Apartment	100,000	48%	110,000	52%		
2 Bed Apartment	115,000	50%	125,000	54%		

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Scheme 14

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	1	@	230,000	230,000
3 Bed houses	4	@	320,000	1,280,000
4 Bed houses	2	@	420,000	840,000
5 Bed houses	1	@	550,000	550,000
1 Bed Apartment	0	@	210,000	-
2 Bed Apartment	0	@	230,000	-
	8			2,900,000
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	0			-
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	0			-
	8 total			-
Grant	0.0	AH units @	0	-
GDV				2,900,000

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

0 £ per unit

0 £ psm

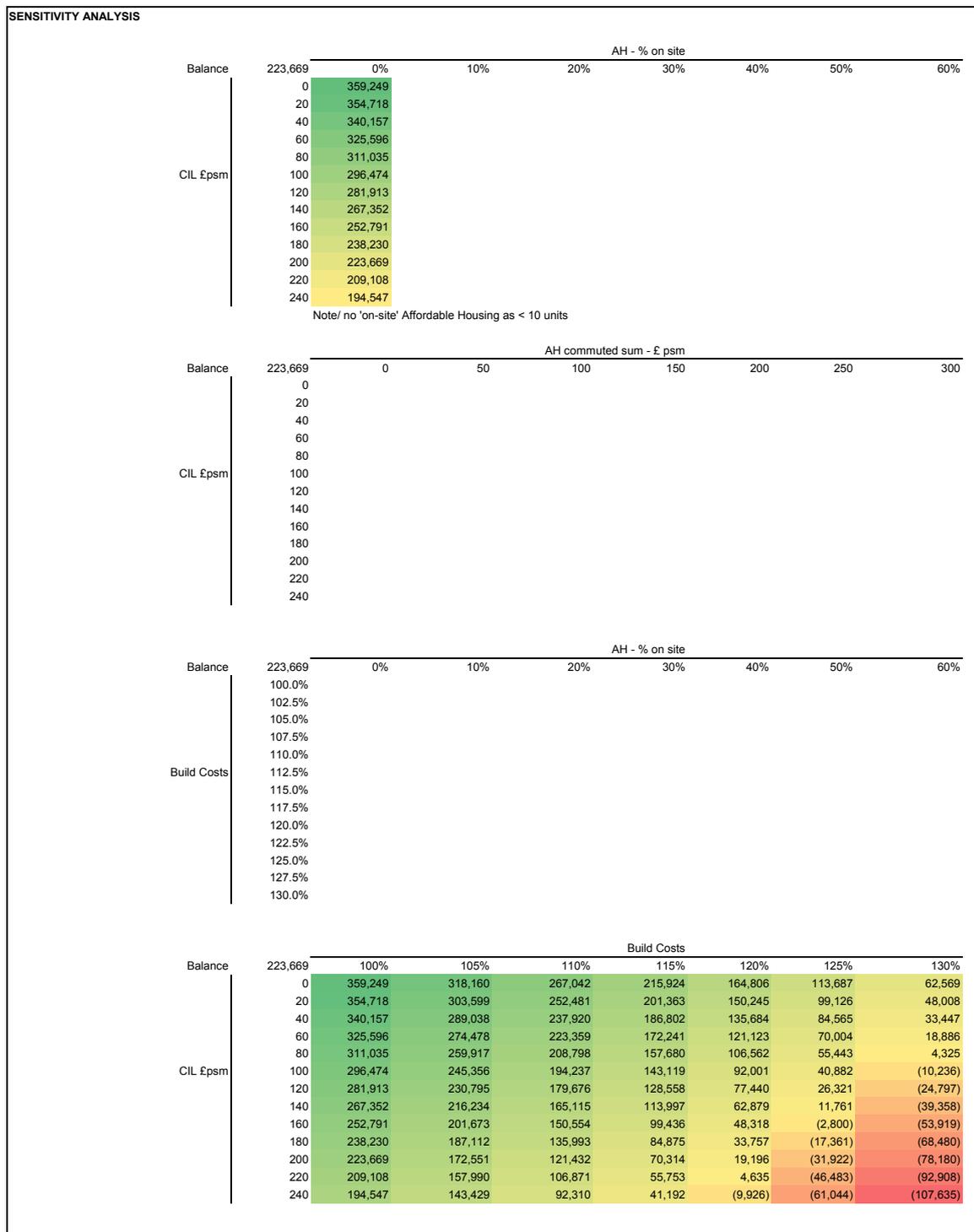
0 £

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 14

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					(15,000)
Statutory Planning Fees					(3,080)
CIL	810 sqm (exc. AH)	200 £ psm	5.59%		(162,000)
Site Specific S106/278	8 units @	0 per unit			-
AH Commuted Sum	810 sqm	0 £ psm	0.00%		-
Construction Costs -					
Demolition and Site Clearance	0.56 acres @	0 per acre			-
2 Bed houses	80.0 sqm @	1,084.00 psm			(86,720)
3 Bed houses	380.0 sqm @	1,084.00 psm			(411,920)
4 Bed houses	220.0 sqm @	1,084.00 psm			(238,480)
5 Bed houses	130.0 sqm @	1,084.00 psm			(140,920)
1 Bed Apartment	- sqm @	1,084.00 psm			-
2 Bed Apartment	810.0 - sqm @	1,084.00 psm			-
External works	878,040 @	15%			(131,706)
	16,463 £per unit				
Contingency	1,009,746 @	5%			(50,487)
Professional Fees	1,009,746 @	9%			(90,877)
Disposal Costs -					
Sale Agents Costs	2,900,000 GDV @	1.00%			(29,000)
Sale Legal Costs	2,900,000 GDV @	0.50%			(14,500)
Marketing and Promotion	2,900,000 GDV @	3.00%			(87,000)
Finance Costs -					
Finance Fees	1,461,690 @	1.00%			(14,617)
Interest on Development Costs	7.00% APR	0.565% pcm			(7,134)
Developers Profit					
On private for sale	2,900,000	20.00%			(580,000)
On affordable housing pre-sale (blended)	0	6.00%			-
		20.00%			
TOTAL COSTS					(2,063,441)
RESIDUAL LAND VALUE					
Residual Land Value (gross)					836,559
SDLT	836,559 @				(33,462)
Acquisition Agent fees	836,559 @	1%			(8,366)
Acquisition Legal fees	836,559 @	0.5%			(4,183)
Interest on Land	836,559 @	7.0%			(58,559)
Residual Land Value (net)	91,499 per plot				731,989
TRESHOLD LAND VALUE					
Residential Density	35 dph				
Site Area	0.23 ha	0.56 acres			
	3,544 sqm/ha	15,437 sqft/ac			
Threshold Land Value	2,223,900 £ per ha	900,000 £ per acre			508,320
	63,540 £ per plot				
BALANCE					
Surplus/(Deficit)					223,669

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NOTES

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Figures in brackets, thus (00,000.00), are negative values / costs

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Scheme 15

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						8
AH Policy requirement %	n/a	100%	AH Target	0%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	12.5%	1.0	0%	0	13%	1
3 Bed houses	50%	4.0	0%	0	50%	4
4 Bed houses	25%	2.0	0%	0	25%	2
5 Bed houses	12.5%	1.0	0%	0	13%	1
1 Bed Apartment	0%	0.0	0%	0	0%	0
2 Bed Apartment	0%	0.0	0%	0	0%	0
Total number of units	100%	8.0	0%	0	100%	8
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	80.0	861	0.0	0	80.0	861
3 Bed houses	380.0	4,090	0.0	0	380.0	4,090
4 Bed houses	220.0	2,368	0.0	0	220.0	2,368
5 Bed houses	130.0	1,399	0.0	0	130.0	1,399
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	810.0	8,719	0.0	0	810.0	8,719
Open Market values (£) -	£ psm	£ psf		£		total MV £ (no AH)
2 Bed houses	2,687.5	250		215,000		215,000
3 Bed houses	2,947.4	274		280,000		1,120,000
4 Bed houses	3,545.5	329		390,000		780,000
5 Bed houses	3,846.2	357		500,000		500,000
1 Bed Apartment	3,000.0	279		150,000		0
2 Bed Apartment	3,230.8	300		210,000		0
						2,615,000
Affordable Housing -						
AH Tenure split	66%	Affordable Rent		34%	Intermediate	
RSL Transfer Values (£) -		(% of MV)		(% of MV)		
2 Bed houses	130,000	60%		135,000	63%	
3 Bed houses	145,000	52%		165,000	59%	
4 Bed houses	185,000	47%		195,000	50%	
5 Bed houses	210,000	42%		225,000	45%	
1 Bed Apartment	100,000	67%		110,000	73%	
2 Bed Apartment	115,000	55%		125,000	60%	

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Scheme 15

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	1	@	215,000	215,000
3 Bed houses	4	@	280,000	1,120,000
4 Bed houses	2	@	390,000	780,000
5 Bed houses	1	@	500,000	500,000
1 Bed Apartment	0	@	150,000	-
2 Bed Apartment	0	@	210,000	-
	8			2,615,000
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	0			-
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	0			-
	8 total			-
Grant	0.0	AH units @	0	-
GDV				2,615,000

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

0 £ per unit

0 £ psm

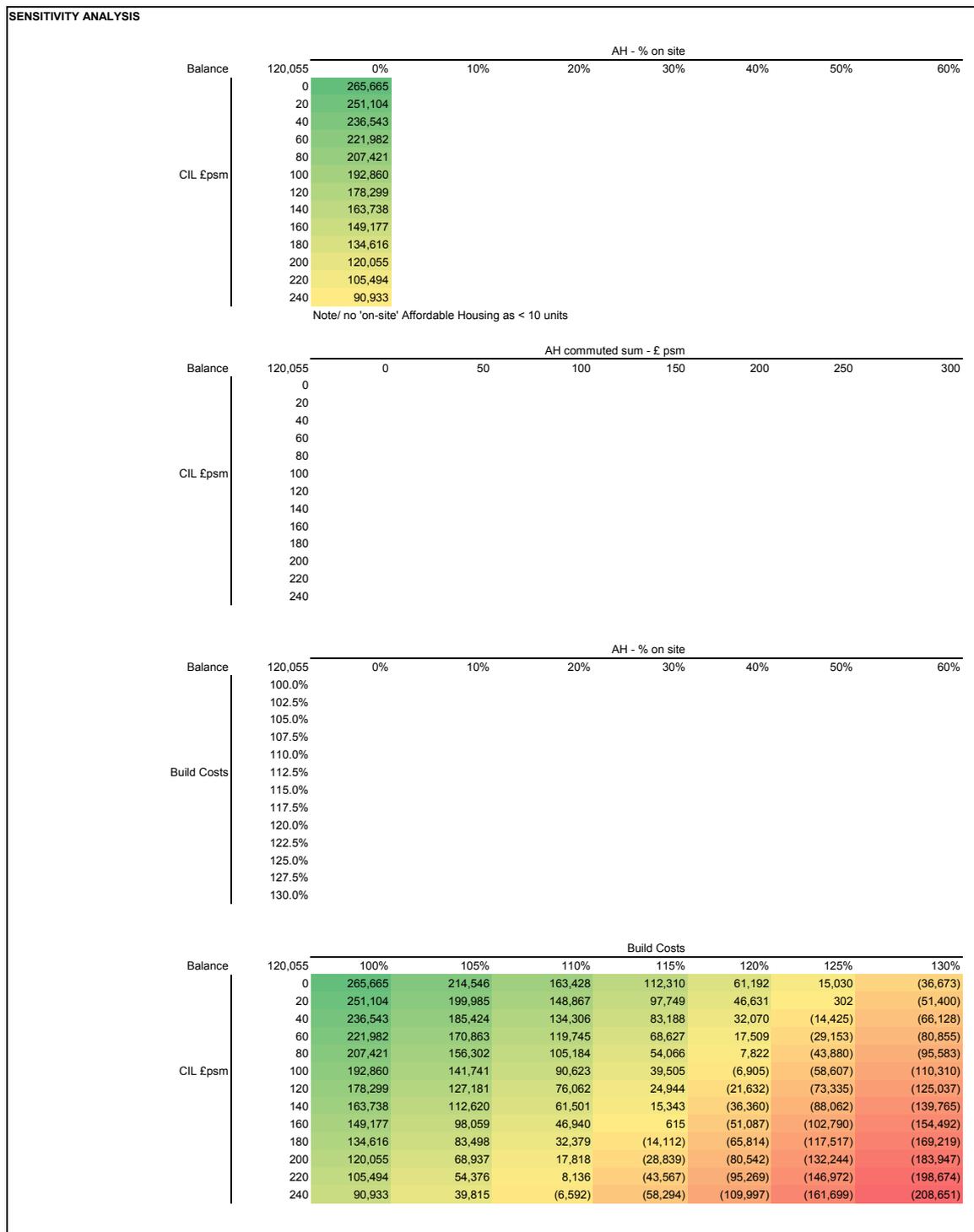
0 £

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 15

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					(15,000)
Statutory Planning Fees					(3,080)
CIL	810 sqm (exc. AH)	200 £ psm	6.20%		(162,000)
Site Specific S106/278	8 units @	0 per unit			-
AH Commuted Sum	810 sqm	0 £ psm	0.00%		-
Construction Costs -					
Demolition and Site Clearance	0.56 acres @	0 per acre			-
2 Bed houses	80.0 sqm @	1,084.00 psm			(86,720)
3 Bed houses	380.0 sqm @	1,084.00 psm			(411,920)
4 Bed houses	220.0 sqm @	1,084.00 psm			(238,480)
5 Bed houses	130.0 sqm @	1,084.00 psm			(140,920)
1 Bed Apartment	- sqm @	1,084.00 psm			-
2 Bed Apartment	810.0 - sqm @	1,084.00 psm			-
External works	878,040 @	15%			(131,706)
	16,463 £per unit				
Contingency	1,009,746 @	5%			(50,487)
Professional Fees	1,009,746 @	9%			(90,877)
Disposal Costs -					
Sale Agents Costs	2,615,000 GDV @	1.00%			(26,150)
Sale Legal Costs	2,615,000 GDV @	0.50%			(13,075)
Marketing and Promotion	2,615,000 GDV @	3.00%			(78,450)
Finance Costs -					
Finance Fees	1,448,865 @	1.00%			(14,489)
Interest on Development Costs	7.00% APR	0.565% pcm			(7,326)
Developers Profit					
On private for sale	2,615,000	20.00%			(523,000)
On affordable housing pre-sale (blended)	0	6.00%			-
		20.00%			
TOTAL COSTS					(1,993,680)
RESIDUAL LAND VALUE					
Residual Land Value (gross)					621,320
SDLT	621,320 @				(24,853)
Acquisition Agent fees	621,320 @	1%			(6,213)
Acquisition Legal fees	621,320 @	0.5%			(3,107)
Interest on Land	621,320 @	7.0%			(43,492)
Residual Land Value (net)	67,957 per plot				543,655
TRESHOLD LAND VALUE					
Residential Density	35 dph				
Site Area	0.23 ha	0.56 acres			
	3,544 sqm/ha	15,437 sqft/ac			
Threshold Land Value	1,853,250 £ per ha	750,000 £ per acre			423,600
	52,950 £ per plot				
BALANCE					
Surplus/(Deficit)					120,055

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NOTES

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Figures in brackets, thus (00,000.00), are negative values / costs

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 16

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						8
AH Policy requirement %	n/a	100%	AH Target	0%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	12.5%	1.0	50%	0	13%	1
3 Bed houses	50%	4.0	25%	0	50%	4
4 Bed houses	25%	2.0	25%	0	25%	2
5 Bed houses	12.5%	1.0	0%	0	13%	1
1 Bed Apartment	0%	0.0	0%	0	0%	0
2 Bed Apartment	0%	0.0	0%	0	0%	0
Total number of units	100%	8.0	100%	0	100%	8
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	80.0	861	0.0	0	80.0	861
3 Bed houses	380.0	4,090	0.0	0	380.0	4,090
4 Bed houses	220.0	2,368	0.0	0	220.0	2,368
5 Bed houses	130.0	1,399	0.0	0	130.0	1,399
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	810.0	8,719	0.0	0	810.0	8,719
Open Market values (£) -	£ psm	£ psf	£		total MV £ (no AH)	
2 Bed houses	3,750.0	348	300,000		300,000	
3 Bed houses	4,105.3	381	390,000		1,560,000	
4 Bed houses	4,636.4	431	510,000		1,020,000	
5 Bed houses	5,076.9	472	660,000		660,000	
1 Bed Apartment	4,800.0	446	240,000		0	
2 Bed Apartment	4,615.4	429	300,000		0	
					3,540,000	
Affordable Housing -						
AH Tenure split	66% Affordable Rent		34% Intermediate			
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000 43%		135,000 45%			
3 Bed houses	145,000 37%		165,000 42%			
4 Bed houses	185,000 36%		195,000 38%			
5 Bed houses	210,000 32%		225,000 34%			
1 Bed Apartment	100,000 42%		110,000 46%			
2 Bed Apartment	115,000 38%		125,000 42%			

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Scheme 16

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	1	@	300,000	300,000
3 Bed houses	4	@	390,000	1,560,000
4 Bed houses	2	@	510,000	1,020,000
5 Bed houses	1	@	660,000	660,000
1 Bed Apartment	0	@	240,000	-
2 Bed Apartment	0	@	300,000	-
	8			3,540,000
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	0			-
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	0			-
	8 total			-
Grant	0.0	AH units @	0	-
GDV				3,540,000

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

0 £ per unit

0 £ psm

0 £

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 16

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					(15,000)
Statutory Planning Fees					(3,080)
CIL	810 sqm (exc. AH)	100	£ psm	2.29%	(81,000)
Site Specific S106/278	8 units @	0	per unit		-
AH Commuted Sum	810 sqm	100	£ psm	2.29%	(81,000)
Construction Costs -					
Demolition and Site Clearance	0.56 acres @	0	per acre		-
2 Bed houses	80.0 sqm @	1,084.00	psm		(86,720)
3 Bed houses	380.0 sqm @	1,084.00	psm		(411,920)
4 Bed houses	220.0 sqm @	1,084.00	psm		(238,480)
5 Bed houses	130.0 sqm @	1,084.00	psm		(140,920)
1 Bed Apartment	- sqm @	1,084.00	psm		-
2 Bed Apartment	810.0 - sqm @	1,084.00	psm		-
External works	878,040 @	15%			(131,706)
	16,463 £per unit				
Contingency	1,009,746 @	5%			(50,487)
Professional Fees	1,009,746 @	9%			(90,877)
Disposal Costs -					
Sale Agents Costs	3,540,000 GDV @	1.00%			(35,400)
Sale Legal Costs	3,540,000 GDV @	0.50%			(17,700)
Marketing and Promotion	3,540,000 GDV @	3.00%			(106,200)
Finance Costs -					
Finance Fees	1,490,490 @	1.00%			(14,905)
Interest on Development Costs	7.00% APR		0.565% pcm		279
Developers Profit					
On private for sale	3,540,000	20.00%			(708,000)
On affordable housing pre-sale (blended)	0	6.00%			-
		20.00%			
TOTAL COSTS					(2,213,116)
RESIDUAL LAND VALUE					
Residual Land Value (gross)					1,326,884
SDLT	1,326,884 @				(66,344)
Acquisition Agent fees	1,326,884 @	1%			(13,269)
Acquisition Legal fees	1,326,884 @	0.5%			(6,634)
Interest on Land	1,326,884 @	7.0%			(92,882)
Residual Land Value (net)	143,469 per plot				1,147,755
TRESHOLD LAND VALUE					
Residential Density	35 dph				
Site Area	0.23 ha		0.56 acres		
	3,544 sqm/ha		15,437 sqft/ac		
Threshold Land Value	2,409,225 £ per ha	975,000	£ per acre		
	68,835 £ per plot				550,680
BALANCE					
Surplus/(Deficit)					597,075

150209 West Oxon LPlan CIL Residential Viability Models v8.1a Scheme 16

SENSITIVITY ANALYSIS		AH - % on site						
Balance	597,075	0%	10%	20%	30%	40%	50%	60%
	0	669,047						
	20	654,653						
	40	640,258						
	60	625,864						
	80	611,469						
CIL £psm	100	597,075						
	120	582,680						
	140	568,286						
	160	553,891						
	180	539,496						
	200	525,102						
	220	510,707						
	240	496,313						
Note/ no 'on-site' Affordable Housing as < 10 units								
		AH commuted sum - £ psm						
Balance	597,075	0	50	100	150	200	250	300
	0	739,825	704,436	669,047	633,659	598,270	562,881	527,492
	20	725,431	690,042	654,653	619,264	583,875	548,487	513,098
	40	711,036	675,647	640,258	604,870	569,481	534,092	498,703
	60	696,641	661,253	625,864	590,475	555,086	519,697	484,309
	80	682,247	646,858	611,469	576,080	540,692	505,303	469,914
CIL £psm	100	667,852	632,463	597,075	561,686	526,297	490,908	455,519
	120	653,458	618,069	582,680	547,291	511,903	476,514	441,125
	140	639,063	603,674	568,286	532,897	497,508	462,119	426,730
	160	624,669	589,280	553,891	518,502	483,113	447,725	412,336
	180	610,274	574,885	539,496	504,108	468,719	433,330	397,941
	200	595,879	560,491	525,102	489,713	454,324	418,935	383,547
	220	581,485	546,096	510,707	475,319	439,930	404,541	369,152
	240	567,090	531,702	496,313	460,924	425,535	390,146	354,758
		AH - % on site						
Balance	597,075	0%	10%	20%	30%	40%	50%	60%
	100.0%							
	102.5%							
	105.0%							
	107.5%							
	110.0%							
Build Costs	112.5%							
	115.0%							
	117.5%							
	120.0%							
	122.5%							
	125.0%							
	127.5%							
	130.0%							
		Build Costs						
Balance	597,075	100%	105%	110%	115%	120%	125%	130%
	0	669,047	618,756	568,464	518,172	467,880	417,588	367,296
	20	654,653	604,361	554,069	503,777	453,485	403,194	352,902
	40	640,258	589,966	539,675	489,383	439,091	388,799	338,507
	60	625,864	575,572	525,280	474,988	424,696	374,404	324,113
	80	611,469	561,177	510,885	460,594	410,302	360,010	319,665
CIL £psm	100	597,075	546,783	496,491	446,199	395,907	345,615	305,104
	120	582,680	532,388	482,096	431,804	381,513	331,221	290,543
	140	568,286	517,994	467,702	417,410	367,118	316,826	275,982
	160	553,891	503,599	453,307	403,015	352,724	312,294	261,421
	180	539,496	489,205	438,913	388,621	338,329	297,733	246,860
	200	525,102	474,810	424,518	374,226	323,934	283,172	232,299
	220	510,707	460,415	410,124	359,832	319,485	268,611	217,738
	240	496,313	446,021	395,729	345,437	304,924	254,050	203,177

NOTES

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150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 17

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						8
AH Policy requirement %	n/a	100%	AH Target	0%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	12.5%	1.0	50%	0	13%	1
3 Bed houses	50%	4.0	25%	0	50%	4
4 Bed houses	25%	2.0	25%	0	25%	2
5 Bed houses	12.5%	1.0	0%	0	13%	1
1 Bed Apartment	0%	0.0	0%	0	0%	0
2 Bed Apartment	0%	0.0	0%	0	0%	0
Total number of units	100%	8.0	100%	0	100%	8
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	80.0	861	0.0	0	80.0	861
3 Bed houses	380.0	4,090	0.0	0	380.0	4,090
4 Bed houses	220.0	2,368	0.0	0	220.0	2,368
5 Bed houses	130.0	1,399	0.0	0	130.0	1,399
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	810.0	8,719	0.0	0	810.0	8,719
Open Market values (£) -	£ psm	£ psf		£		total MV £ (no AH)
2 Bed houses	2,875.0	267		230,000		230,000
3 Bed houses	3,368.4	313		320,000		1,280,000
4 Bed houses	3,818.2	355		420,000		840,000
5 Bed houses	4,230.8	393		550,000		550,000
1 Bed Apartment	4,200.0	390		210,000		0
2 Bed Apartment	3,538.5	329		230,000		0
						2,900,000
Affordable Housing -						
AH Tenure split	66%	Affordable Rent		34%	Intermediate	
RSL Transfer Values (£) -		(% of MV)		(% of MV)		
2 Bed houses	130,000	57%		135,000	59%	
3 Bed houses	145,000	45%		165,000	52%	
4 Bed houses	185,000	44%		195,000	46%	
5 Bed houses	210,000	38%		225,000	41%	
1 Bed Apartment	100,000	48%		110,000	52%	
2 Bed Apartment	115,000	50%		125,000	54%	

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 17

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	1	@	230,000	230,000
3 Bed houses	4	@	320,000	1,280,000
4 Bed houses	2	@	420,000	840,000
5 Bed houses	1	@	550,000	550,000
1 Bed Apartment	0	@	210,000	-
2 Bed Apartment	0	@	230,000	-
	8			2,900,000
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	0			-
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	0			-
	8 total			-
Grant	0.0	AH units @	0	-
GDV				2,900,000

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

0 £ per unit

0 £ psm

0 £

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 17

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					(15,000)
Statutory Planning Fees					(3,080)
CIL	810 sqm (exc. AH)	100	£ psm	2.79%	(81,000)
Site Specific S106/278	8 units @	0	per unit		-
AH Commuted Sum	810 sqm	100	£ psm	2.79%	(81,000)
Construction Costs -					
Demolition and Site Clearance	0.56 acres @	0	per acre		-
2 Bed houses	80.0 sqm @	1,084.00	psm		(86,720)
3 Bed houses	380.0 sqm @	1,084.00	psm		(411,920)
4 Bed houses	220.0 sqm @	1,084.00	psm		(238,480)
5 Bed houses	130.0 sqm @	1,084.00	psm		(140,920)
1 Bed Apartment	- sqm @	1,084.00	psm		-
2 Bed Apartment	810.0 - sqm @	1,084.00	psm		-
External works	878,040 @	15%			(131,706)
	16,463 £per unit				
Contingency	1,009,746 @	5%			(50,487)
Professional Fees	1,009,746 @	9%			(90,877)
Disposal Costs -					
Sale Agents Costs	2,900,000 GDV @	1.00%			(29,000)
Sale Legal Costs	2,900,000 GDV @	0.50%			(14,500)
Marketing and Promotion	2,900,000 GDV @	3.00%			(87,000)
Finance Costs -					
Finance Fees	1,461,690 @	1.00%			(14,617)
Interest on Development Costs	7.00% APR		0.565% pcm		(152)
Developers Profit					
On private for sale	2,900,000	20.00%			(580,000)
On affordable housing pre-sale (blended)	0	6.00%			-
		20.00%			
TOTAL COSTS					(2,056,460)
RESIDUAL LAND VALUE					
Residual Land Value (gross)					843,540
SDLT	843,540 @				(33,742)
Acquisition Agent fees	843,540 @	1%			(8,435)
Acquisition Legal fees	843,540 @	0.5%			(4,218)
Interest on Land	843,540 @	7.0%			(59,048)
Residual Land Value (net)	92,262 per plot				738,098
TRESHOLD LAND VALUE					
Residential Density	35 dph				
Site Area	0.23 ha		0.56 acres		
	3,544 sqm/ha		15,437 sqft/ac		
Threshold Land Value	2,223,900 £ per ha	900,000	£ per acre		508,320
	63,540 £ per plot				
BALANCE					
Surplus/(Deficit)					229,778

150209 West Oxon LPlan CIL Residential Viability Models v8.1a Scheme 17

SENSITIVITY ANALYSIS								
		AH - % on site						
Balance	229,778	0%	10%	20%	30%	40%	50%	60%
CIL Epsm	0	302,583						
	20	288,022						
	40	273,461						
	60	258,900						
	80	244,339						
	100	229,778						
	120	215,217						
	140	200,656						
	160	186,095						
	180	171,534						
	200	156,973						
	220	142,412						
	240	127,851						
Note/ no 'on-site' Affordable Housing as < 10 units								
		AH commuted sum - £ psm						
Balance	229,778	0	50	100	150	200	250	300
CIL Epsm	0	364,093	338,381	302,583	266,785	230,987	195,189	159,391
	20	359,618	323,820	288,022	252,224	216,426	180,628	144,830
	40	345,057	309,259	273,461	237,663	201,865	166,067	130,269
	60	330,496	294,698	258,900	223,102	187,304	151,506	115,708
	80	315,935	280,137	244,339	208,541	172,743	136,945	101,147
	100	301,374	265,576	229,778	193,980	158,182	122,384	86,586
	120	286,813	251,015	215,217	179,419	143,621	107,823	72,025
	140	272,252	236,454	200,656	164,858	129,060	93,262	57,464
	160	257,691	221,893	186,095	150,297	114,499	78,701	42,903
	180	243,130	207,332	171,534	135,736	99,938	64,140	28,342
	200	228,569	192,771	156,973	121,175	85,377	49,579	13,781
	220	214,008	178,210	142,412	106,614	70,816	35,018	(780)
	240	199,447	163,649	127,851	92,053	56,255	20,457	(15,341)
		AH - % on site						
Balance	229,778	0%	10%	20%	30%	40%	50%	60%
Build Costs	100.0%							
	102.5%							
	105.0%							
	107.5%							
	110.0%							
	112.5%							
	115.0%							
	117.5%							
	120.0%							
	122.5%							
	125.0%							
	127.5%							
	130.0%							
		Build Costs						
Balance	229,778	100%	105%	110%	115%	120%	125%	130%
CIL Epsm	0	302,583	251,709	200,836	149,963	99,090	48,216	(2,657)
	20	288,022	237,148	186,275	135,402	84,529	33,655	(17,218)
	40	273,461	222,587	171,714	120,841	69,968	19,094	(31,779)
	60	258,900	208,027	157,153	106,280	55,407	4,533	(46,340)
	80	244,339	193,466	142,592	91,719	40,846	(10,028)	(60,901)
	100	229,778	178,905	128,031	77,158	26,285	(24,589)	(70,515)
	120	215,217	164,344	113,470	62,597	11,724	(39,150)	(85,242)
	140	200,656	149,783	98,909	48,036	(2,837)	(53,711)	(99,970)
	160	186,095	135,222	84,348	33,475	(17,398)	(68,271)	(114,697)
	180	171,534	120,661	69,787	18,914	(31,959)	(77,970)	(129,424)
	200	156,973	106,100	55,226	4,353	(46,520)	(92,697)	(144,152)
	220	142,412	91,539	40,665	(10,208)	(61,081)	(107,425)	(158,879)
	240	127,851	76,978	26,104	(24,769)	(70,697)	(122,152)	(173,607)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 18

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						10
AH Policy requirement %	n/a	100%	AH Target	0%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	10.0%	1.0	0%	0	10%	1
3 Bed houses	40%	4.0	0%	0	40%	4
4 Bed houses	30%	3.0	0%	0	30%	3
5 Bed houses	20.0%	2.0	0%	0	20%	2
1 Bed Apartment	0%	0.0	0%	0	0%	0
2 Bed Apartment	0%	0.0	0%	0	0%	0
Total number of units	100%	10.0	0%	0	100%	10
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	80.0	861	0.0	0	80.0	861
3 Bed houses	380.0	4,090	0.0	0	380.0	4,090
4 Bed houses	330.0	3,552	0.0	0	330.0	3,552
5 Bed houses	260.0	2,799	0.0	0	260.0	2,799
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	1,050.0	11,302	0.0	0	1,050.0	11,302
Open Market values (£) -	£ psm	£ psf	£		total MV £ (no AH)	
2 Bed houses	3,750.0	348	300,000		300,000	
3 Bed houses	4,105.3	381	390,000		1,560,000	
4 Bed houses	4,636.4	431	510,000		1,530,000	
5 Bed houses	5,076.9	472	660,000		1,320,000	
1 Bed Apartment	4,800.0	446	240,000		0	
2 Bed Apartment	4,615.4	429	300,000		0	
					4,710,000	
Affordable Housing -						
AH Tenure split	66% Affordable Rent		34% Intermediate			
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000 43%		135,000 45%			
3 Bed houses	145,000 37%		165,000 42%			
4 Bed houses	185,000 36%		195,000 38%			
5 Bed houses	210,000 32%		225,000 34%			
1 Bed Apartment	100,000 42%		110,000 46%			
2 Bed Apartment	115,000 38%		125,000 42%			

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Scheme 18

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	1	@	300,000	300,000
3 Bed houses	4	@	390,000	1,560,000
4 Bed houses	3	@	510,000	1,530,000
5 Bed houses	2	@	660,000	1,320,000
1 Bed Apartment	0	@	240,000	-
2 Bed Apartment	0	@	300,000	-
	10			4,710,000
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	0			-
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	0			-
	10 total			-
Grant	0.0	AH units @	0	-
GDV				4,710,000

AH on-site cost (£MV - £GDV)
 AH on-site cost analysis

0 £ per unit

0 £ psm

0 £

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 18

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					(25,000)
Statutory Planning Fees					(3,850)
CIL	1,050 sqm (exc. AH)	200 £ psm	4.46%		(210,000)
Site Specific S106/278	10 units @	0 per unit			-
AH Commuted Sum	1,050 sqm	0 £ psm	0.00%		-
Construction Costs -					
Demolition and Site Clearance	0.71 acres @	0 per acre			-
2 Bed houses	80.0 sqm @	1,084.00 psm			(86,720)
3 Bed houses	380.0 sqm @	1,084.00 psm			(411,920)
4 Bed houses	330.0 sqm @	1,084.00 psm			(357,720)
5 Bed houses	260.0 sqm @	1,084.00 psm			(281,840)
1 Bed Apartment	- sqm @	1,084.00 psm			-
2 Bed Apartment	1,050.0 - sqm @	1,084.00 psm			-
External works	1,138,200 @	15%			(170,730)
	17,073 £per unit				
Contingency	1,308,930 @	5%			(65,447)
Professional Fees	1,308,930 @	9%			(117,804)
Disposal Costs -					
Sale Agents Costs	4,710,000 GDV @	1.00%			(47,100)
Sale Legal Costs	4,710,000 GDV @	0.50%			(23,550)
Marketing and Promotion	4,710,000 GDV @	3.00%			(141,300)
Finance Costs -					
Finance Fees	1,942,980 @	1.00%			(19,430)
Interest on Development Costs	7.00% APR	0.565% pcm			(13,114)
Developers Profit					
On private for sale	4,710,000	20.00%			(942,000)
On affordable housing pre-sale (blended)	0	6.00%			-
		20.00%			
TOTAL COSTS					(2,917,524)
RESIDUAL LAND VALUE					
Residual Land Value (gross)					1,792,476
SDLT	1,792,476 @				(89,624)
Acquisition Agent fees	1,792,476 @	1%			(17,925)
Acquisition Legal fees	1,792,476 @	0.5%			(8,962)
Interest on Land	1,792,476 @	7.0%			(125,473)
Residual Land Value (net)	155,049 per plot				1,550,492
TRESHOLD LAND VALUE					
Residential Density	35 dph				
Site Area	0.29 ha	0.71 acres			
	3,675 sqm/ha	16,009 sqft/ac			
Threshold Land Value	2,038,575 £ per ha	825,000 £ per acre			
	58,245 £ per plot				582,450
BALANCE					
Surplus/(Deficit)					968,042

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SENSITIVITY ANALYSIS		AH - % on site						
Balance	968,042	0%	10%	20%	30%	40%	50%	60%
	0	1,118,632						
	20	1,139,809						
	40	1,120,724						
	60	1,101,639						
	80	1,082,553						
CIL £psm	100	1,063,468						
	120	1,044,383						
	140	1,025,298						
	160	1,006,212						
	180	987,127						
	200	968,042						
	220	948,957						
	240	929,872						
Note/ no 'on-site' Affordable Housing as < 10 units								
		AH commuted sum - £ psm						
Balance	968,042	0	50	100	150	200	250	300
	0							
	20							
	40							
	60							
	80							
CIL £psm	100							
	120							
	140							
	160							
	180							
	200							
	220							
	240							
		AH - % on site						
Balance	968,042	0%	10%	20%	30%	40%	50%	60%
	100.0%							
	102.5%							
	105.0%							
	107.5%							
	110.0%							
Build Costs	112.5%							
	115.0%							
	117.5%							
	120.0%							
	122.5%							
	125.0%							
	127.5%							
	130.0%							
		Build Costs						
Balance	968,042	100%	105%	110%	115%	120%	125%	130%
	0	1,118,632	1,092,825	1,026,756	960,686	894,617	828,548	762,479
	20	1,139,809	1,073,740	1,007,670	941,601	875,532	809,463	743,393
	40	1,120,724	1,054,655	988,585	922,516	856,447	790,377	724,308
	60	1,101,639	1,035,569	969,500	903,431	837,361	771,292	705,223
	80	1,082,553	1,016,484	950,415	884,346	818,276	752,207	686,138
CIL £psm	100	1,063,468	997,399	931,330	865,260	799,191	733,122	667,053
	120	1,044,383	978,314	912,244	846,175	780,106	714,037	647,967
	140	1,025,298	959,228	893,159	827,090	761,021	694,951	628,882
	160	1,006,212	940,143	874,074	808,005	741,935	675,866	609,797
	180	987,127	921,058	854,989	788,919	722,850	656,781	590,712
	200	968,042	901,973	835,903	769,834	703,765	637,696	571,626
	220	948,957	882,888	816,818	750,749	684,680	618,610	552,541
	240	929,872	863,802	797,733	731,664	665,594	599,525	533,456

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 19

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						10
AH Policy requirement %	n/a	100%	AH Target	0%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	10.0%	1.0	0%	0	10%	1
3 Bed houses	40%	4.0	0%	0	40%	4
4 Bed houses	30%	3.0	0%	0	30%	3
5 Bed houses	20.0%	2.0	0%	0	20%	2
1 Bed Apartment	0%	0.0	0%	0	0%	0
2 Bed Apartment	0%	0.0	0%	0	0%	0
Total number of units	100%	10.0	0%	0	100%	10
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %	%	Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	80.0	861	0.0	0	80.0	861
3 Bed houses	380.0	4,090	0.0	0	380.0	4,090
4 Bed houses	330.0	3,552	0.0	0	330.0	3,552
5 Bed houses	260.0	2,799	0.0	0	260.0	2,799
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	1,050.0	11,302	0.0	0	1,050.0	11,302
Open Market values (£) -	£ psm	£ psf	£		total MV £ (no AH)	
2 Bed houses	2,875.0	267	230,000		230,000	
3 Bed houses	3,368.4	313	320,000		1,280,000	
4 Bed houses	3,818.2	355	420,000		1,260,000	
5 Bed houses	4,230.8	393	550,000		1,100,000	
1 Bed Apartment	4,200.0	390	210,000		0	
2 Bed Apartment	3,538.5	329	230,000		0	
					3,870,000	
Affordable Housing -						
AH Tenure split	66% Affordable Rent		34% Intermediate			
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000 57%		135,000 59%			
3 Bed houses	145,000 45%		165,000 52%			
4 Bed houses	185,000 44%		195,000 46%			
5 Bed houses	210,000 38%		225,000 41%			
1 Bed Apartment	100,000 48%		110,000 52%			
2 Bed Apartment	115,000 50%		125,000 54%			

150209 West Oxon LPlan CIL Residential Viability Models v8.1a
Scheme 19

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	1	@	230,000	230,000
3 Bed houses	4	@	320,000	1,280,000
4 Bed houses	3	@	420,000	1,260,000
5 Bed houses	2	@	550,000	1,100,000
1 Bed Apartment	0	@	210,000	-
2 Bed Apartment	0	@	230,000	-
	10			3,870,000
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	0			-
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	0			-
	10 total			-
Grant	0.0	AH units @	0	-
GDV				3,870,000

AH on-site cost (£MV - £GDV)
 AH on-site cost analysis

0 £ per unit

0 £ psm

0 £

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 19

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					(25,000)
Statutory Planning Fees					(3,850)
CIL	1,050 sqm (exc. AH)	200 £ psm	5.43%		(210,000)
Site Specific S106/278	10 units @	0 per unit			-
AH Commuted Sum	1,050 sqm	0 £ psm	0.00%		-
Construction Costs -					
Demolition and Site Clearance	0.71 acres @	0 per acre			-
2 Bed houses	80.0 sqm @	1,084.00 psm			(86,720)
3 Bed houses	380.0 sqm @	1,084.00 psm			(411,920)
4 Bed houses	330.0 sqm @	1,084.00 psm			(357,720)
5 Bed houses	260.0 sqm @	1,084.00 psm			(281,840)
1 Bed Apartment	- sqm @	1,084.00 psm			-
2 Bed Apartment	1,050.0 - sqm @	1,084.00 psm			-
External works	1,138,200 @	15%			(170,730)
	17,073 £per unit				
Contingency	1,308,930 @	5%			(65,447)
Professional Fees	1,308,930 @	9%			(117,804)
Disposal Costs -					
Sale Agents Costs	3,870,000 GDV @	1.00%			(38,700)
Sale Legal Costs	3,870,000 GDV @	0.50%			(19,350)
Marketing and Promotion	3,870,000 GDV @	3.00%			(116,100)
Finance Costs -					
Finance Fees	1,905,180 @	1.00%			(19,052)
Interest on Development Costs	7.00% APR	0.565% pcm			(16,222)
Developers Profit					
On private for sale	3,870,000	20.00%			(774,000)
On affordable housing pre-sale (blended)	0	6.00%			-
		20.00%			
TOTAL COSTS					(2,714,454)
RESIDUAL LAND VALUE					
Residual Land Value (gross)					1,155,546
SDLT	1,155,546 @				(57,777)
Acquisition Agent fees	1,155,546 @	1%			(11,555)
Acquisition Legal fees	1,155,546 @	0.5%			(5,778)
Interest on Land	1,155,546 @	7.0%			(80,888)
Residual Land Value (net)	99,955 per plot				999,548
TRESHOLD LAND VALUE					
Residential Density	35 dph				
Site Area	0.29 ha	0.71 acres			
	3,675 sqm/ha	16,009 sqft/ac			
Threshold Land Value	1,853,250 £ per ha	750,000 £ per acre			
	52,950 £ per plot				529,500
BALANCE					
Surplus/(Deficit)					470,048

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SENSITIVITY ANALYSIS		AH - % on site						
Balance	470,048	0%	10%	20%	30%	40%	50%	60%
	0	660,900						
	20	641,815						
	40	622,729						
	60	603,644						
	80	584,559						
CIL £psm	100	565,474						
	120	546,388						
	140	527,303						
	160	508,218						
	180	489,133						
	200	470,048						
	220	450,962						
	240	431,877						
Note/ no 'on-site' Affordable Housing as < 10 units								
		AH commuted sum - £ psm						
Balance	470,048	0	50	100	150	200	250	300
	0							
	20							
	40							
	60							
	80							
CIL £psm	100							
	120							
	140							
	160							
	180							
	200							
	220							
	240							
		AH - % on site						
Balance	470,048	0%	10%	20%	30%	40%	50%	60%
	100.0%							
	102.5%							
	105.0%							
	107.5%							
	110.0%							
Build Costs	112.5%							
	115.0%							
	117.5%							
	120.0%							
	122.5%							
	125.0%							
	127.5%							
	130.0%							
Note/ no Affordable Housing as < 5 units								
		Build Costs						
Balance	470,048	100%	105%	110%	115%	120%	125%	130%
	0	660,900	594,831	528,761	462,692	396,623	340,496	273,663
	20	641,815	575,745	509,676	443,607	377,538	321,190	254,357
	40	622,729	556,660	490,591	424,522	358,452	301,885	235,051
	60	603,644	537,575	471,506	405,436	339,367	282,579	215,746
	80	584,559	518,490	452,420	386,351	330,106	263,273	196,440
CIL £psm	100	565,474	499,404	433,335	367,266	310,800	243,967	177,134
	120	546,388	480,319	414,250	348,181	291,494	224,661	157,828
	140	527,303	461,234	395,165	339,021	272,188	205,355	138,522
	160	508,218	442,149	376,079	319,716	252,882	186,049	119,216
	180	489,133	423,064	356,994	300,410	233,577	166,744	99,910
	200	470,048	403,978	337,909	281,104	214,271	147,438	80,605
	220	450,962	384,893	328,631	261,798	194,965	128,132	61,299
	240	431,877	365,808	309,325	242,492	175,659	108,826	41,993

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 20

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						10
AH Policy requirement %	n/a	100%	AH Target	0%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	10.0%	1.0	0%	0	10%	1
3 Bed houses	40%	4.0	0%	0	40%	4
4 Bed houses	30%	3.0	0%	0	30%	3
5 Bed houses	20.0%	2.0	0%	0	20%	2
1 Bed Apartment	0%	0.0	0%	0	0%	0
2 Bed Apartment	0%	0.0	0%	0	0%	0
Total number of units	100%	10.0	0%	0	100%	10
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %	%	Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	80.0	861	0.0	0	80.0	861
3 Bed houses	380.0	4,090	0.0	0	380.0	4,090
4 Bed houses	330.0	3,552	0.0	0	330.0	3,552
5 Bed houses	260.0	2,799	0.0	0	260.0	2,799
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	1,050.0	11,302	0.0	0	1,050.0	11,302
Open Market values (£) -	£ psm	£ psf	£		total MV £ (no AH)	
2 Bed houses	2,687.5	250	215,000		215,000	
3 Bed houses	2,947.4	274	280,000		1,120,000	
4 Bed houses	3,545.5	329	390,000		1,170,000	
5 Bed houses	3,846.2	357	500,000		1,000,000	
1 Bed Apartment	3,000.0	279	150,000		0	
2 Bed Apartment	3,230.8	300	210,000		0	
					3,505,000	
Affordable Housing -						
AH Tenure split	66% Affordable Rent		34% Intermediate			
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000 60%		135,000 63%			
3 Bed houses	145,000 52%		165,000 59%			
4 Bed houses	185,000 47%		195,000 50%			
5 Bed houses	210,000 42%		225,000 45%			
1 Bed Apartment	100,000 67%		110,000 73%			
2 Bed Apartment	115,000 55%		125,000 60%			

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Scheme 20

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	1	@	215,000	215,000
3 Bed houses	4	@	280,000	1,120,000
4 Bed houses	3	@	390,000	1,170,000
5 Bed houses	2	@	500,000	1,000,000
1 Bed Apartment	0	@	150,000	-
2 Bed Apartment	0	@	210,000	-
	10			3,505,000
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	0			-
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	0			-
	10 total			-
Grant	0.0	AH units @	0	-
GDV				3,505,000

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

0 £ per unit

0 £ psm

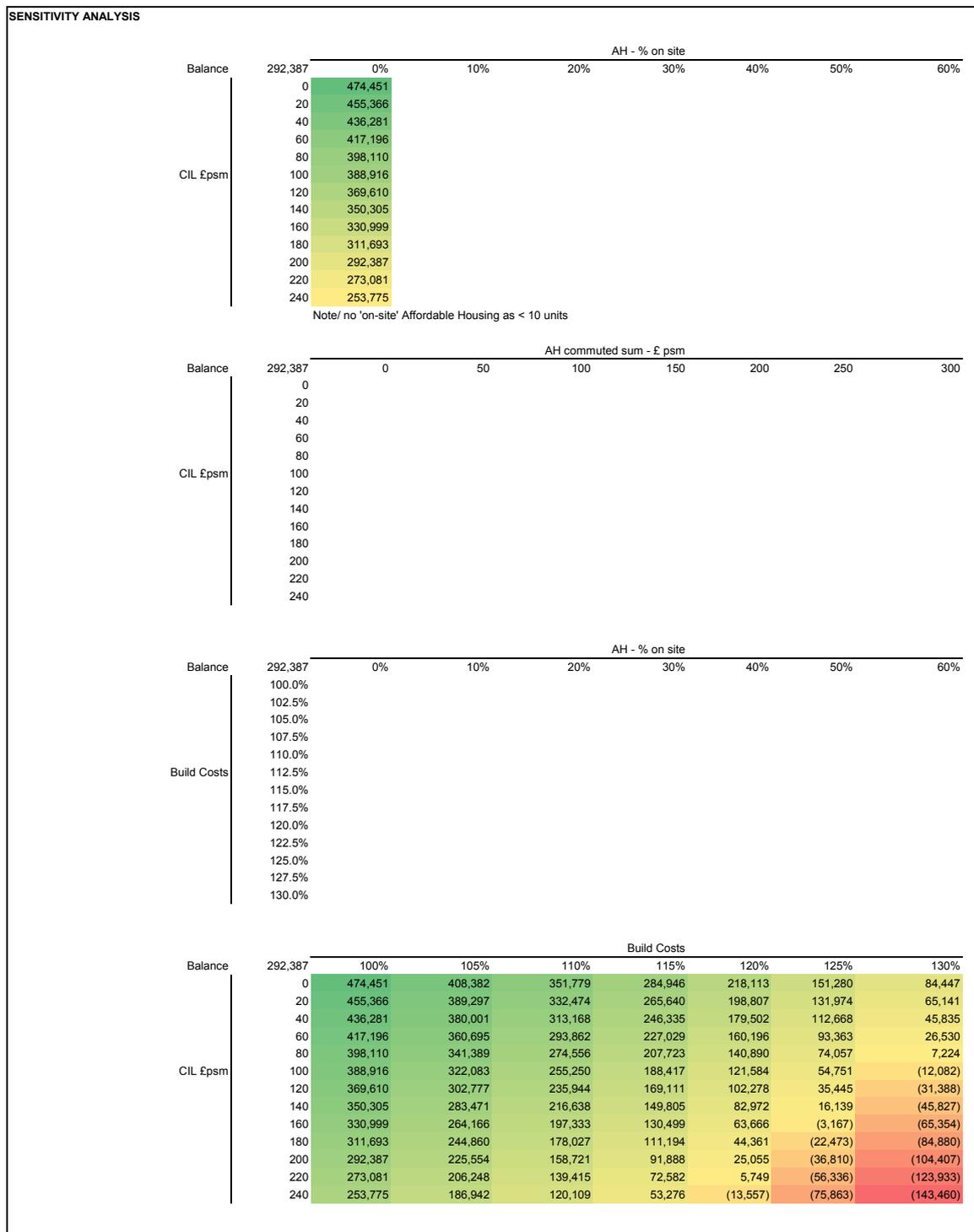
0 £

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 20

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					(25,000)
Statutory Planning Fees					(3,850)
CIL	1,050 sqm (exc. AH)	200	£ psm	5.99%	(210,000)
Site Specific S106/278	10 units @	0	per unit		-
AH Commuted Sum	1,050 sqm	0	£ psm	0.00%	-
Construction Costs -					
Demolition and Site Clearance	0.71 acres @	0	per acre		-
2 Bed houses	80.0 sqm @	1,084.00	psm		(86,720)
3 Bed houses	380.0 sqm @	1,084.00	psm		(411,920)
4 Bed houses	330.0 sqm @	1,084.00	psm		(357,720)
5 Bed houses	260.0 sqm @	1,084.00	psm		(281,840)
1 Bed Apartment	- sqm @	1,084.00	psm		-
2 Bed Apartment	1,050.0 - sqm @	1,084.00	psm		-
External works	1,138,200 @	15%			(170,730)
	17,073 £per unit				
Contingency	1,308,930 @	5%			(65,447)
Professional Fees	1,308,930 @	9%			(117,804)
Disposal Costs -					
Sale Agents Costs	3,505,000 GDV @	1.00%			(35,050)
Sale Legal Costs	3,505,000 GDV @	0.50%			(17,525)
Marketing and Promotion	3,505,000 GDV @	3.00%			(105,150)
Finance Costs -					
Finance Fees	1,888,755 @	1.00%			(18,888)
Interest on Development Costs	7.00% APR		0.565% pcm		(17,572)
Developers Profit					
On private for sale	3,505,000	20.00%			(701,000)
On affordable housing pre-sale (blended)	0	6.00%			-
		20.00%			
TOTAL COSTS					(2,626,215)
RESIDUAL LAND VALUE					
Residual Land Value (gross)					878,785
SDLT	878,785 @				(35,151)
Acquisition Agent fees	878,785 @	1%			(8,788)
Acquisition Legal fees	878,785 @	0.5%			(4,394)
Interest on Land	878,785 @		7.0%		(61,515)
Residual Land Value (net)	76,894 per plot				768,937
TRESHOLD LAND VALUE					
Residential Density	35 dph				
Site Area	0.29 ha		0.71 acres		
	3,675 sqm/ha		16,009 sqft/ac		
Threshold Land Value	1,667,925 £ per ha		675,000 £ per acre		
	47,655 £ per plot				476,550
BALANCE					
Surplus/(Deficit)					292,387

150209 West Oxon LPlan CIL Residential Viability Models v8.1a Scheme 20



NOTES
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 Figures in brackets, thus (00,000.00), are negative values / costs



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Scheme 21

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						10
AH Policy requirement %	n/a	100%	AH Target	0%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	10.0%	1.0	60%	0	10%	1
3 Bed houses	40%	4.0	20%	0	40%	4
4 Bed houses	30%	3.0	20%	0	30%	3
5 Bed houses	20.0%	2.0	0%	0	20%	2
1 Bed Apartment	0%	0.0	0%	0	0%	0
2 Bed Apartment	0%	0.0	0%	0	0%	0
Total number of units	100%	10.0	100%	0	100%	10
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	80.0	861	0.0	0	80.0	861
3 Bed houses	380.0	4,090	0.0	0	380.0	4,090
4 Bed houses	330.0	3,552	0.0	0	330.0	3,552
5 Bed houses	260.0	2,799	0.0	0	260.0	2,799
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	1,050.0	11,302	0.0	0	1,050.0	11,302
Open Market values (£) -	£ psm	£ psf	£		total MV £ (no AH)	
2 Bed houses	3,750.0	348	300,000		300,000	
3 Bed houses	4,105.3	381	390,000		1,560,000	
4 Bed houses	4,636.4	431	510,000		1,530,000	
5 Bed houses	5,076.9	472	660,000		1,320,000	
1 Bed Apartment	4,800.0	446	240,000		0	
2 Bed Apartment	4,615.4	429	300,000		0	
					4,710,000	
Affordable Housing -						
AH Tenure split	66% Affordable Rent		34% Intermediate			
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000 43%		135,000 45%			
3 Bed houses	145,000 37%		165,000 42%			
4 Bed houses	185,000 36%		195,000 38%			
5 Bed houses	210,000 32%		225,000 34%			
1 Bed Apartment	100,000 42%		110,000 46%			
2 Bed Apartment	115,000 38%		125,000 42%			

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Scheme 21

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	1	@	300,000	300,000
3 Bed houses	4	@	390,000	1,560,000
4 Bed houses	3	@	510,000	1,530,000
5 Bed houses	2	@	660,000	1,320,000
1 Bed Apartment	0	@	240,000	-
2 Bed Apartment	0	@	300,000	-
	10			4,710,000
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	0			-
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	0			-
	10 total			-
Grant	0.0	AH units @	0	-
GDV				4,710,000

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

0 £ per unit

0 £ psm

0 £

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 21

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					(25,000)
Statutory Planning Fees					(3,850)
CIL	1,050 sqm (exc. AH)	100 £ psm	2.23%		(105,000)
Site Specific S106/278	10 units @	0 per unit			-
AH Commuted Sum	1,050 sqm	100 £ psm	2.23%		(105,000)
Construction Costs -					
Demolition and Site Clearance	0.71 acres @	0 per acre			-
2 Bed houses	80.0 sqm @	1,084.00 psm			(86,720)
3 Bed houses	380.0 sqm @	1,084.00 psm			(411,920)
4 Bed houses	330.0 sqm @	1,084.00 psm			(357,720)
5 Bed houses	260.0 sqm @	1,084.00 psm			(281,840)
1 Bed Apartment	- sqm @	1,084.00 psm			-
2 Bed Apartment	1,050.0 - sqm @	1,084.00 psm			-
External works	1,138,200 @	15%			(170,730)
	17,073 £per unit				
Contingency	1,308,930 @	5%			(65,447)
Professional Fees	1,308,930 @	9%			(117,804)
Disposal Costs -					
Sale Agents Costs	4,710,000 GDV @	1.00%			(47,100)
Sale Legal Costs	4,710,000 GDV @	0.50%			(23,550)
Marketing and Promotion	4,710,000 GDV @	3.00%			(141,300)
Finance Costs -					
Finance Fees	1,942,980 @	1.00%			(19,430)
Interest on Development Costs	7.00% APR	0.565% pcm			(8,887)
Developers Profit					
On private for sale	4,710,000	20.00%			(942,000)
On affordable housing pre-sale (blended)	0	6.00%			-
		20.00%			
TOTAL COSTS					(2,913,297)
RESIDUAL LAND VALUE					
Residual Land Value (gross)					1,796,703
SDLT	1,796,703 @				(89,835)
Acquisition Agent fees	1,796,703 @	1%			(17,967)
Acquisition Legal fees	1,796,703 @	0.5%			(8,984)
Interest on Land	1,796,703 @	7.0%			(125,769)
Residual Land Value (net)	155,415 per plot				1,554,148
TRESHOLD LAND VALUE					
Residential Density	35 dph				
Site Area	0.29 ha	0.71 acres			
	3,675 sqm/ha	16,009 sqft/ac			
Threshold Land Value	2,038,575 £ per ha	825,000 £ per acre			
	58,245 £ per plot				582,450
BALANCE					
Surplus/(Deficit)					971,698

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SENSITIVITY ANALYSIS								
		AH - % on site						
Balance	971,698	0%	10%	20%	30%	40%	50%	60%
	0	1,067,124						
	20	1,048,039						
	40	1,028,954						
	60	1,009,869						
	80	990,784						
CIL £psm	100	971,698						
	120	952,613						
	140	933,528						
	160	914,443						
	180	895,357						
	200	876,272						
	220	857,187						
	240	838,102						
Note/ no 'on-site' Affordable Housing as < 10 units								
		AH commuted sum - £ psm						
Balance	971,698	0	50	100	150	200	250	300
	0	1,118,632	1,113,009	1,067,124	1,021,240	975,355	929,470	883,585
	20	1,139,809	1,093,924	1,048,039	1,002,154	956,269	910,385	864,500
	40	1,120,724	1,074,839	1,028,954	983,069	937,184	891,299	845,414
	60	1,101,639	1,055,754	1,009,869	963,984	918,099	872,214	826,329
	80	1,082,553	1,036,668	990,784	944,899	899,014	853,129	807,244
CIL £psm	100	1,063,468	1,017,583	971,698	925,813	879,929	834,044	788,159
	120	1,044,383	998,498	952,613	906,728	860,843	814,958	769,073
	140	1,025,298	979,413	933,528	887,643	841,758	795,873	749,988
	160	1,006,212	960,328	914,443	868,558	822,673	776,788	730,903
	180	987,127	941,242	895,357	849,473	803,588	757,703	711,818
	200	968,042	922,157	876,272	830,387	784,502	738,617	692,733
	220	948,957	903,072	857,187	811,302	765,417	719,532	673,647
	240	929,872	883,987	838,102	792,217	746,332	700,447	654,562
		AH - % on site						
Balance	971,698	0%	10%	20%	30%	40%	50%	60%
	100.0%							
	102.5%							
	105.0%							
	107.5%							
Build Costs	110.0%							
	112.5%							
	115.0%							
	117.5%							
	120.0%							
	122.5%							
	125.0%							
	127.5%							
	130.0%							
		Build Costs						
Balance	971,698	100%	105%	110%	115%	120%	125%	130%
	0	1,067,124	1,001,055	934,986	868,917	802,847	736,778	670,709
	20	1,048,039	981,970	915,901	849,831	783,762	717,693	651,624
	40	1,028,954	962,885	896,815	830,746	764,677	698,608	632,538
	60	1,009,869	943,800	877,730	811,661	745,592	679,522	613,453
	80	990,784	924,714	858,645	792,576	726,506	660,437	594,368
CIL £psm	100	971,698	905,629	839,560	773,491	707,421	641,352	575,283
	120	952,613	886,544	820,475	754,405	688,336	622,267	556,197
	140	933,528	867,459	801,389	735,320	669,251	603,182	537,112
	160	914,443	848,373	782,304	716,235	650,166	584,096	518,027
	180	895,357	829,288	763,219	697,150	631,080	565,011	498,942
	200	876,272	810,203	744,134	678,064	611,995	545,926	479,857
	220	857,187	791,118	725,048	658,979	592,910	526,841	460,771
	240	838,102	772,032	705,963	639,894	573,825	507,755	441,686

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 22

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						10
AH Policy requirement %	n/a	100%	AH Target	0%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	10.0%	1.0	60%	0	10%	1
3 Bed houses	40%	4.0	20%	0	40%	4
4 Bed houses	30%	3.0	20%	0	30%	3
5 Bed houses	20.0%	2.0	0%	0	20%	2
1 Bed Apartment	0%	0.0	0%	0	0%	0
2 Bed Apartment	0%	0.0	0%	0	0%	0
Total number of units	100%	10.0	100%	0	100%	10
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	80.0	861	0.0	0	80.0	861
3 Bed houses	380.0	4,090	0.0	0	380.0	4,090
4 Bed houses	330.0	3,552	0.0	0	330.0	3,552
5 Bed houses	260.0	2,799	0.0	0	260.0	2,799
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	1,050.0	11,302	0.0	0	1,050.0	11,302
Open Market values (£) -	£ psm	£ psf	£		total MV £ (no AH)	
2 Bed houses	2,875.0	267	230,000		230,000	
3 Bed houses	3,368.4	313	320,000		1,280,000	
4 Bed houses	3,818.2	355	420,000		1,260,000	
5 Bed houses	4,230.8	393	550,000		1,100,000	
1 Bed Apartment	4,200.0	390	210,000		0	
2 Bed Apartment	3,538.5	329	230,000		0	
					3,870,000	
Affordable Housing -						
AH Tenure split	66% Affordable Rent		34% Intermediate			
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000 57%		135,000 59%			
3 Bed houses	145,000 45%		165,000 52%			
4 Bed houses	185,000 44%		195,000 46%			
5 Bed houses	210,000 38%		225,000 41%			
1 Bed Apartment	100,000 48%		110,000 52%			
2 Bed Apartment	115,000 50%		125,000 54%			

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Scheme 22

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	1	@	230,000	230,000
3 Bed houses	4	@	320,000	1,280,000
4 Bed houses	3	@	420,000	1,260,000
5 Bed houses	2	@	550,000	1,100,000
1 Bed Apartment	0	@	210,000	-
2 Bed Apartment	0	@	230,000	-
	10			3,870,000
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	0			-
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	0			-
	10 total			-
Grant	0.0	AH units @	0	-
GDV				3,870,000

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

0 £ per unit

0 £ psm

0 £

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 22

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					(25,000)
Statutory Planning Fees					(3,850)
CIL	1,050 sqm (exc. AH)	100 £ psm	2.71%		(105,000)
Site Specific S106/278	10 units @	0 per unit			-
AH Commuted Sum	1,050 sqm	100 £ psm	2.71%		(105,000)
Construction Costs -					
Demolition and Site Clearance	0.71 acres @	0 per acre			-
2 Bed houses	80.0 sqm @	1,084.00 psm			(86,720)
3 Bed houses	380.0 sqm @	1,084.00 psm			(411,920)
4 Bed houses	330.0 sqm @	1,084.00 psm			(357,720)
5 Bed houses	260.0 sqm @	1,084.00 psm			(281,840)
1 Bed Apartment	- sqm @	1,084.00 psm			-
2 Bed Apartment	1,050.0 - sqm @	1,084.00 psm			-
External works	1,138,200 @	15%			(170,730)
	17,073 £per unit				
Contingency	1,308,930 @	5%			(65,447)
Professional Fees	1,308,930 @	9%			(117,804)
Disposal Costs -					
Sale Agents Costs	3,870,000 GDV @	1.00%			(38,700)
Sale Legal Costs	3,870,000 GDV @	0.50%			(19,350)
Marketing and Promotion	3,870,000 GDV @	3.00%			(116,100)
Finance Costs -					
Finance Fees	1,905,180 @	1.00%			(19,052)
Interest on Development Costs	7.00% APR	0.565% pcm			(11,995)
Developers Profit					
On private for sale	3,870,000	20.00%			(774,000)
On affordable housing pre-sale (blended)	0	6.00%			-
		20.00%			
TOTAL COSTS					(2,710,227)
RESIDUAL LAND VALUE					
Residual Land Value (gross)					1,159,773
SDLT	1,159,773 @				(57,989)
Acquisition Agent fees	1,159,773 @	1%			(11,598)
Acquisition Legal fees	1,159,773 @	0.5%			(5,799)
Interest on Land	1,159,773 @	7.0%			(81,184)
Residual Land Value (net)	100,320 per plot				1,003,204
TRESHOLD LAND VALUE					
Residential Density	35 dph				
Site Area	0.29 ha	0.71 acres			
	3,675 sqm/ha	16,009 sqft/ac			
Threshold Land Value	1,853,250 £ per ha	750,000 £ per acre			529,500
	52,950 £ per plot				
BALANCE					
Surplus/(Deficit)					473,704

150209 West Oxon LPlan CIL Residential Viability Models v8.1a Scheme 22

SENSITIVITY ANALYSIS		AH - % on site						
Balance	473,704	0%	10%	20%	30%	40%	50%	60%
CIL Epsm	0	569,130						
	20	550,045						
	40	530,960						
	60	511,874						
	80	492,789						
	100	473,704						
	120	454,619						
	140	435,533						
	160	416,448						
	180	397,363						
	200	378,278						
	220	359,193						
	240	340,107						
Note/ no 'on-site' Affordable Housing as < 10 units								
		AH commuted sum - £ psm						
Balance	473,704	0	50	100	150	200	250	300
CIL Epsm	0	660,900	615,015	569,130	523,245	477,360	431,475	385,590
	20	641,815	595,930	550,045	504,160	458,275	412,390	366,505
	40	622,729	576,844	530,960	485,075	439,190	393,305	347,420
	60	603,644	557,759	511,874	465,989	420,105	374,220	338,252
	80	584,559	538,674	492,789	446,904	401,019	355,134	318,946
	100	565,474	519,589	473,704	427,819	381,934	336,049	299,640
	120	546,388	500,504	454,619	408,734	362,849	326,750	280,334
	140	527,303	481,418	435,533	389,649	343,764	307,444	261,028
	160	508,218	462,333	416,448	370,563	324,679	288,138	241,723
	180	489,133	443,248	397,363	351,478	305,594	268,832	222,417
	200	470,048	424,163	378,278	332,389	286,509	249,526	203,111
	220	450,962	405,077	359,193	313,304	267,424	230,220	183,805
	240	431,877	385,992	340,107	294,219	248,339	210,914	164,499
		AH - % on site						
Balance	473,704	0%	10%	20%	30%	40%	50%	60%
Build Costs	100.0%							
	102.5%							
	105.0%							
	107.5%							
	110.0%							
	112.5%							
	115.0%							
	117.5%							
	120.0%							
	122.5%							
	125.0%							
	127.5%							
	130.0%							
		Build Costs						
Balance	473,704	100%	105%	110%	115%	120%	125%	130%
CIL Epsm	0	569,130	503,061	436,991	370,922	314,499	247,666	180,832
	20	550,045	483,976	417,906	351,837	295,193	228,360	161,527
	40	530,960	464,890	398,821	332,752	275,887	209,054	142,221
	60	511,874	445,805	379,736	313,667	256,581	189,748	122,915
	80	492,789	426,720	360,651	294,582	237,275	170,442	103,609
	100	473,704	407,635	341,565	275,497	217,969	151,136	84,303
	120	454,619	388,549	322,480	256,412	198,884	131,830	64,997
	140	435,533	369,464	303,395	237,327	179,799	112,525	45,691
	160	416,448	350,379	284,310	218,242	160,714	93,219	26,386
	180	397,363	341,245	274,412	207,579	147,446	73,913	7,080
	200	378,278	321,939	255,106	188,273	121,440	54,607	(12,226)
	220	359,193	302,633	235,800	168,967	102,134	35,301	(31,532)
	240	340,107	283,327	216,494	149,661	82,828	15,995	(50,838)

NOTES

Cells highlighted in yellow are input cells

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Figures in brackets, thus (00,000.00), are negative values / costs

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 23

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						12
AH Policy requirement %		50%	AH Target	50%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	10.0%	0.6	60%	3.6	35%	4
3 Bed houses	40%	2.4	20%	1.2	30%	4
4 Bed houses	30%	1.8	20%	1.2	25%	3
5 Bed houses	20.0%	1.2	0%	0.0	10%	1
1 Bed Apartment	0%	0.0	0%	0.0	0%	0
2 Bed Apartment	0%	0.0	0%	0.0	0%	0
Total number of units	100%	6.0	100%	6.0	100%	12
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %	%	Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	48.0	517	288.0	3,100	336.0	3,617
3 Bed houses	228.0	2,454	114.0	1,227	342.0	3,681
4 Bed houses	198.0	2,131	132.0	1,421	330.0	3,552
5 Bed houses	156.0	1,679	0.0	0	156.0	1,679
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	630.0	6,781	534.0	5,748	1,164.0	12,529
Open Market values (£) -	£ psm	£ psf	£		total MV £ (no AH)	
2 Bed houses	3,750.0	348	300,000		1,260,000	
3 Bed houses	4,105.3	381	390,000		1,404,000	
4 Bed houses	4,636.4	431	510,000		1,530,000	
5 Bed houses	5,076.9	472	660,000		792,000	
1 Bed Apartment	4,800.0	446	240,000		0	
2 Bed Apartment	4,615.4	429	300,000		0	
					4,986,000	
Affordable Housing -						
AH Tenure split	66% Affordable Rent		34% Intermediate			
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000 43%		135,000 45%			
3 Bed houses	145,000 37%		165,000 42%			
4 Bed houses	185,000 36%		195,000 38%			
5 Bed houses	210,000 32%		225,000 34%			
1 Bed Apartment	100,000 42%		110,000 46%			
2 Bed Apartment	115,000 38%		125,000 42%			

150209 West Oxon LPlan CIL Residential Viability Models v8.1a
Scheme 23

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	1	@	300,000	180,000
3 Bed houses	2	@	390,000	936,000
4 Bed houses	2	@	510,000	918,000
5 Bed houses	1	@	660,000	792,000
1 Bed Apartment	0	@	240,000	-
2 Bed Apartment	0	@	300,000	-
	6			2,826,000
Affordable Rented GDV -				
2 Bed houses	2	@	130,000	308,880
3 Bed houses	1	@	145,000	114,840
4 Bed houses	1	@	185,000	146,520
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	4			570,240
Intermediate GDV -				
2 Bed houses	1	@	135,000	165,240
3 Bed houses	0	@	165,000	67,320
4 Bed houses	0	@	195,000	79,560
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	2			312,120
	12 total			
Grant	6.0	AH units @	0	-
GDV				3,708,360

AH on-site cost (£MV - £GDV)
 AH on-site cost analysis

106,470 £ per unit

1,098 £ psm

1,277,640 £

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 23

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees and reports				(25,000)
Statutory Planning Fees				(4,620)
CIL	630 sqm (exc. AH)	100 £ psm	1.70%	(63,000)
Site Specific S106/278	12 units @	1,500 per unit		(18,000)
AH Commuted Sum	1,164 sqm	0 £ psm	0.00%	-
Construction Costs -				
Demolition and Site Clearance	0.85 acres @	0 per acre		-
2 Bed houses	336.0 sqm @	1,084.00 psm		(364,224)
3 Bed houses	342.0 sqm @	1,084.00 psm		(370,728)
4 Bed houses	330.0 sqm @	1,084.00 psm		(357,720)
5 Bed houses	156.0 sqm @	1,084.00 psm		(169,104)
1 Bed Apartment	- sqm @	1,084.00 psm		-
2 Bed Apartment	1,164.0 - sqm @	1,084.00 psm		-
External works	1,261,776 @	15%		(189,266)
	15,772 £per unit			
Contingency	1,451,042 @	5%		(72,552)
Professional Fees	1,451,042 @	9%		(130,594)
Disposal Costs -				
Sale Agents Costs	2,826,000 GDV @	1.00%		(28,260)
Sale Legal Costs	3,708,360 GDV @	0.50%		(18,542)
Marketing and Promotion	2,826,000 GDV @	3.00%		(84,780)
Finance Costs -				
Finance Fees	1,896,390 @	1.00%		(18,964)
Interest on Development Costs	7.00% APR	0.565% pcm		(10,568)
Developers Profit				
On private for sale	2,826,000	20.00%		(565,200)
On affordable housing pre-sale (blended)	882,360	6.00%		(52,942)
		16.67%		
TOTAL COSTS				(2,544,064)
RESIDUAL LAND VALUE				
Residual Land Value (gross)				1,164,296
SDLT	1,164,296 @			(58,215)
Acquisition Agent fees	1,164,296 @	1%		(11,643)
Acquisition Legal fees	1,164,296 @	0.5%		(5,821)
Interest on Land	1,164,296 @	7.0%		(81,501)
Residual Land Value (net)	83,926 per plot			1,007,116
TRESHOLD LAND VALUE				
Residential Density	35 dph			
Site Area	0.34 ha	0.85 acres		
	3,395 sqm/ha	14,789 sqft/ac		
Threshold Land Value	1,853,250 £ per ha	750,000 £ per acre		635,400
	52,950 £ per plot			
BALANCE				
Surplus/(Deficit)				371,716

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Scheme 23

SENSITIVITY ANALYSIS								
		AH - % on site						
Balance	371,716	0%	10%	20%	30%	40%	50%	60%
	0	1,394,407	1,229,399	1,064,392	766,798	597,885	428,972	260,059
	20	1,372,034	1,208,891	1,085,538	751,530	584,525	417,521	250,517
	40	1,349,661	1,188,383	1,066,453	736,262	571,166	406,070	240,974
	60	1,327,289	1,167,874	1,047,368	720,993	557,806	394,619	231,431
	80	1,304,916	1,147,366	1,028,283	705,725	544,446	383,168	231,800
CIL £psm	100	1,282,543	1,126,858	1,009,198	690,457	531,087	371,716	222,147
	120	1,260,170	1,106,349	990,112	675,189	517,727	360,265	212,494
	140	1,237,798	1,085,841	971,027	659,921	504,367	348,814	202,841
	160	1,215,425	1,065,333	951,942	644,652	491,008	337,363	193,188
	180	1,193,052	1,044,825	932,857	629,384	477,648	325,912	183,535
	200	1,170,679	1,024,317	913,771	614,116	464,288	314,461	173,882
	220	1,148,307	1,003,809	894,686	598,848	450,929	303,010	164,229
	240	1,125,934	983,301	875,601	583,580	437,569	291,558	154,576

		AH commuted sum - £ psm						
Balance	371,716	0	50	100	150	200	250	300
	0							
	20							
	40							
	60							
	80							
CIL £psm	100							
	120							
	140							
	160							
	180							
	200							
	220							
	240							

		AH - % on site						
Balance	371,716	0%	10%	20%	30%	40%	50%	60%
	100.0%	1,282,543	1,126,858	1,009,198	690,457	531,087	371,716	222,147
	102.5%	1,243,818	1,088,624	970,563	652,829	493,962	335,095	185,611
	105.0%	1,205,093	1,050,292	931,928	615,201	456,837	298,474	149,076
	107.5%	1,166,368	1,011,960	893,293	577,573	419,713	261,853	112,540
	110.0%	1,127,643	1,012,015	854,658	539,945	382,588	235,181	76,005
Build Costs	112.5%	1,088,918	972,877	816,024	502,317	345,464	198,136	39,470
	115.0%	1,090,089	933,739	777,389	464,689	308,339	161,092	2,934
	117.5%	1,050,447	894,601	738,754	427,061	271,214	124,047	(33,601)
	120.0%	1,010,806	855,462	700,119	389,433	234,090	87,002	(70,137)
	122.5%	971,164	816,324	661,484	351,805	206,588	49,958	(106,672)
	125.0%	931,523	777,186	622,850	314,177	169,034	12,913	(143,207)
	127.5%	891,881	738,048	584,215	276,549	131,480	(24,131)	(179,743)
	130.0%	852,239	698,910	545,580	238,921	93,926	(61,176)	(211,488)

		Build Costs						
Balance	371,716	100%	105%	110%	115%	120%	125%	130%
	0	428,972	355,730	282,487	219,009	144,920	70,831	(3,258)
	20	417,521	344,278	271,036	207,426	133,337	59,247	(14,842)
	40	406,070	332,827	259,585	195,842	121,753	47,664	(26,425)
	60	394,619	321,376	248,134	184,259	110,169	36,080	(38,009)
	80	383,168	309,925	236,683	172,675	98,586	24,497	(49,593)
CIL £psm	100	371,716	298,474	235,181	161,092	87,002	12,913	(61,176)
	120	360,265	287,023	223,597	149,508	75,419	1,330	(72,760)
	140	348,814	275,572	212,014	137,925	63,835	(10,254)	(84,343)
	160	337,363	264,121	200,430	126,341	52,252	(21,837)	(95,927)
	180	325,912	252,669	188,847	114,758	40,668	(33,421)	(107,510)
	200	314,461	241,218	177,263	103,174	29,085	(45,004)	(119,094)
	220	303,010	229,767	165,680	91,591	17,501	(56,588)	(130,677)
	240	291,558	228,186	154,096	80,007	5,918	(68,171)	(142,261)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 24

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						12
AH Policy requirement %		60%	AH Target	40%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	10.0%	0.7	60%	3.0	31%	4
3 Bed houses	40%	2.8	20%	1.0	32%	4
4 Bed houses	30%	2.1	20%	1.0	26%	3
5 Bed houses	20.0%	1.4	0%	0.0	12%	1
1 Bed Apartment	0%	0.0	0%	0.0	0%	0
2 Bed Apartment	0%	0.0	0%	0.0	0%	0
Total number of units	100%	7.0	100%	5.0	100%	12
Unit Floor areas -	Net sales (NIA) per unit		Net to Gross %		Gross (GIA) per unit	
	(sqm)	(sqft)	%		(sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA		AH units GIA		Total GIA	
	(sqm)	(sqft)	(sqm)	(sqft)	(sqm)	(sqft)
2 Bed houses	56.0	603	240.0	2,583	296.0	3,186
3 Bed houses	266.0	2,863	95.0	1,023	361.0	3,886
4 Bed houses	231.0	2,486	110.0	1,184	341.0	3,670
5 Bed houses	182.0	1,959	0.0	0	182.0	1,959
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	735.0	7,911	445.0	4,790	1,180.0	12,701
Open Market values (£) -	£ psm	£ psf	£		total MV £ (no AH)	
2 Bed houses	2,875.0	267	230,000		851,000	
3 Bed houses	3,368.4	313	320,000		1,216,000	
4 Bed houses	3,818.2	355	420,000		1,302,000	
5 Bed houses	4,230.8	393	550,000		770,000	
1 Bed Apartment	4,200.0	390	210,000		0	
2 Bed Apartment	3,538.5	329	230,000		0	
					4,139,000	
Affordable Housing -	66% Affordable Rent		34% Intermediate			
AH Tenure split						
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000	57%	135,000 59%			
3 Bed houses	145,000	45%	165,000 52%			
4 Bed houses	185,000	44%	195,000 46%			
5 Bed houses	210,000	38%	225,000 41%			
1 Bed Apartment	100,000	48%	110,000 52%			
2 Bed Apartment	115,000	50%	125,000 54%			

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Scheme 24

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	1	@	230,000	161,000
3 Bed houses	3	@	320,000	896,000
4 Bed houses	2	@	420,000	882,000
5 Bed houses	1	@	550,000	770,000
1 Bed Apartment	0	@	210,000	-
2 Bed Apartment	0	@	230,000	-
	7			2,709,000
Affordable Rented GDV -				
2 Bed houses	2	@	130,000	257,400
3 Bed houses	1	@	145,000	95,700
4 Bed houses	1	@	185,000	122,100
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	3			475,200
Intermediate GDV -				
2 Bed houses	1	@	135,000	137,700
3 Bed houses	0	@	165,000	56,100
4 Bed houses	0	@	195,000	66,300
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	2			260,100
	12 total			
Grant	5.0	AH units @	0	-
GDV				3,444,300

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

57,892 £ per unit

589 £ psm

694,700 £

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 24

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees and reports				(25,000)
Statutory Planning Fees				(4,620)
CIL	735 sqm (exc. AH)	100 £ psm	2.13%	(73,500)
Site Specific S106/278	12 units @	1,500 per unit		(18,000)
AH Commuted Sum	1,180 sqm	0 £ psm	0.00%	-
Construction Costs -				
Demolition and Site Clearance	0.85 acres @	0 per acre		-
2 Bed houses	296.0 sqm @	1,084.00 psm		(320,864)
3 Bed houses	361.0 sqm @	1,084.00 psm		(391,324)
4 Bed houses	341.0 sqm @	1,084.00 psm		(369,644)
5 Bed houses	182.0 sqm @	1,084.00 psm		(197,288)
1 Bed Apartment	- sqm @	1,084.00 psm		-
2 Bed Apartment	- sqm @	1,084.00 psm		-
	1,180.0			
External works	1,279,120 @	15%		(191,868)
	15,989 £per unit			
Contingency	1,470,988 @	5%		(73,549)
Professional Fees	1,470,988 @	9%		(132,389)
Disposal Costs -				
Sale Agents Costs	2,709,000 GDV @	1.00%		(27,090)
Sale Legal Costs	3,444,300 GDV @	0.50%		(17,222)
Marketing and Promotion	2,709,000 GDV @	3.00%		(81,270)
Finance Costs -				
Finance Fees	1,923,628 @	1.00%		(19,236)
Interest on Development Costs	7.00% APR	0.565% pcm		(12,829)
Developers Profit				
On private for sale	2,709,000	20.00%		(541,800)
On affordable housing pre-sale (blended)	735,300	6.00%		(44,118)
		17.01%		
TOTAL COSTS				(2,541,611)
RESIDUAL LAND VALUE				
Residual Land Value (gross)				902,689
SDLT	902,689 @			(36,108)
Acquisition Agent fees	902,689 @	1%		(9,027)
Acquisition Legal fees	902,689 @	0.5%		(4,513)
Interest on Land	902,689 @	7.0%		(63,188)
Residual Land Value (net)	65,821 per plot			789,853
TRESHOLD LAND VALUE				
Residential Density	35 dph			
Site Area	0.34 ha	0.85 acres		
	3,442 sqm/ha	14,992 sqft/ac		
Threshold Land Value	1,760,588 £ per ha	712,500 £ per acre		
	50,303 £ per plot			603,630
BALANCE				
Surplus/(Deficit)				186,223

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Scheme 24

SENSITIVITY ANALYSIS								
		AH - % on site						
Balance	186,223	0%	10%	20%	30%	40%	50%	60%
	0	813,086	699,268	585,449	357,812	253,793	138,659	23,524
	20	790,184	678,274	566,364	342,544	240,279	127,075	13,872
	40	767,282	657,280	547,279	327,276	226,765	115,492	4,219
	60	744,379	636,287	528,194	312,008	213,251	103,908	(5,434)
	80	721,477	615,293	509,108	296,740	199,737	92,325	(15,087)
CIL Epsm	100	698,575	594,299	490,023	281,471	186,223	80,741	(24,740)
	120	675,673	573,305	470,938	266,203	172,708	69,158	(34,393)
	140	652,770	552,312	451,853	260,814	159,194	57,574	(44,046)
	160	629,868	531,318	432,767	245,370	145,680	45,991	(53,699)
	180	606,966	510,324	413,682	229,925	132,166	34,407	(63,352)
	200	584,063	489,330	394,597	214,480	118,652	22,824	(73,005)
	220	561,161	468,337	375,512	199,036	105,138	11,240	(82,658)
	240	538,259	447,343	356,427	183,591	91,624	(343)	(92,311)

		AH commuted sum - £ psm						
Balance	186,223	0	50	100	150	200	250	300
	0							
	20							
	40							
	60							
	80							
CIL Epsm	100							
	120							
	140							
	160							
	180							
	200							
	220							
	240							

		AH - % on site						
Balance	186,223	0%	10%	20%	30%	40%	50%	60%
	100.0%	698,575	594,299	490,023	281,471	186,223	80,741	(24,740)
	102.5%	658,933	555,161	451,388	253,641	148,669	43,697	(61,276)
	105.0%	619,292	516,023	412,754	215,578	111,115	6,652	(97,811)
	107.5%	579,650	476,884	374,119	177,515	73,561	(30,393)	(134,346)
	110.0%	540,009	437,746	335,484	139,452	36,007	(67,437)	(165,936)
Build Costs	112.5%	500,367	398,608	296,849	101,389	(1,547)	(104,482)	(202,889)
	115.0%	460,725	359,470	268,178	63,326	(39,100)	(141,527)	(239,842)
	117.5%	421,084	320,332	229,096	25,263	(76,654)	(173,713)	(276,795)
	120.0%	381,442	281,194	190,015	(12,800)	(114,208)	(211,181)	(313,748)
	122.5%	341,801	251,832	150,934	(50,863)	(151,762)	(248,649)	(350,701)
	125.0%	302,159	212,241	111,852	(88,926)	(184,581)	(286,117)	(382,773)
	127.5%	262,518	172,651	72,771	(126,989)	(222,564)	(323,585)	(420,561)
	130.0%	232,431	133,060	33,689	(165,053)	(260,547)	(361,053)	(458,349)

		Build Costs						
Balance	186,223	100%	105%	110%	115%	120%	125%	130%
	0	253,793	178,685	103,578	28,470	(46,638)	(121,745)	(192,204)
	20	240,279	165,171	90,064	14,956	(60,152)	(135,259)	(205,873)
	40	226,765	151,657	76,550	1,442	(73,666)	(148,773)	(219,541)
	60	213,251	138,143	63,035	(12,072)	(87,180)	(162,288)	(233,210)
	80	199,737	124,629	49,521	(25,586)	(100,694)	(170,912)	(246,878)
CIL Epsm	100	186,223	111,115	36,007	(39,100)	(114,208)	(184,581)	(260,547)
	120	172,708	97,601	22,493	(52,615)	(127,722)	(198,249)	(274,215)
	140	159,194	84,087	8,979	(66,129)	(141,236)	(211,918)	(287,884)
	160	145,680	70,573	(4,535)	(79,643)	(154,750)	(225,586)	(301,552)
	180	132,166	57,058	(18,049)	(93,157)	(163,289)	(239,255)	(315,221)
	200	118,652	43,544	(31,563)	(106,671)	(176,957)	(252,923)	(328,890)
	220	105,138	30,030	(45,077)	(120,185)	(190,626)	(266,592)	(342,558)
	240	91,624	16,516	(58,592)	(133,699)	(204,295)	(280,261)	(356,227)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 25

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						12
AH Policy requirement %		65%	AH Target	35%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	10.0%	0.8	60%	2.4	27%	3
3 Bed houses	40%	3.2	20%	0.8	33%	4
4 Bed houses	30%	2.4	20%	0.8	27%	3
5 Bed houses	20.0%	1.6	0%	0.0	13%	2
1 Bed Apartment	0%	0.0	0%	0.0	0%	0
2 Bed Apartment	0%	0.0	0%	0.0	0%	0
Total number of units	100%	8.0	100%	4.0	100%	12
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	64.0	689	192.0	2,067	256.0	2,756
3 Bed houses	304.0	3,272	76.0	818	380.0	4,090
4 Bed houses	264.0	2,842	88.0	947	352.0	3,789
5 Bed houses	208.0	2,239	0.0	0	208.0	2,239
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	840.0	9,042	356.0	3,832	1,196.0	12,874
Open Market values (£) -	£ psm	£ psf		£		total MV £ (no AH)
2 Bed houses	2,687.5	250		215,000		688,000
3 Bed houses	2,947.4	274		280,000		1,120,000
4 Bed houses	3,545.5	329		390,000		1,248,000
5 Bed houses	3,846.2	357		500,000		800,000
1 Bed Apartment	3,000.0	279		150,000		0
2 Bed Apartment	3,230.8	300		210,000		0
						3,856,000
Affordable Housing -						
AH Tenure split	66% Affordable Rent			34% Intermediate		
RSL Transfer Values (£) -	(% of MV)			(% of MV)		
2 Bed houses	130,000 60%			135,000 63%		
3 Bed houses	145,000 52%			165,000 59%		
4 Bed houses	185,000 47%			195,000 50%		
5 Bed houses	210,000 42%			225,000 45%		
1 Bed Apartment	100,000 67%			110,000 73%		
2 Bed Apartment	115,000 55%			125,000 60%		

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Scheme 25

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	1	@	215,000	172,000
3 Bed houses	3	@	280,000	896,000
4 Bed houses	2	@	390,000	936,000
5 Bed houses	2	@	500,000	800,000
1 Bed Apartment	0	@	150,000	-
2 Bed Apartment	0	@	210,000	-
	8			2,804,000
Affordable Rented GDV -				
2 Bed houses	2	@	130,000	205,920
3 Bed houses	1	@	145,000	76,560
4 Bed houses	1	@	185,000	97,680
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	3			380,160
Intermediate GDV -				
2 Bed houses	1	@	135,000	110,160
3 Bed houses	0	@	165,000	44,880
4 Bed houses	0	@	195,000	53,040
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	1			208,080
	12 total			
Grant	4.0	AH units @	0	-
GDV				3,392,240

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

38,647 £ per unit

388 £ psm

463,760 £

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 25

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees and reports				(25,000)
Statutory Planning Fees				(4,620)
CIL	840 sqm (exc. AH)	100 £ psm	2.48%	(84,000)
Site Specific S106/278	12 units @	1,500 per unit		(18,000)
AH Commuted Sum	1,196 sqm	0 £ psm	0.00%	-
Construction Costs -				
Demolition and Site Clearance	0.85 acres @	0 per acre		-
2 Bed houses	256.0 sqm @	1,084.00 psm		(277,504)
3 Bed houses	380.0 sqm @	1,084.00 psm		(411,920)
4 Bed houses	352.0 sqm @	1,084.00 psm		(381,568)
5 Bed houses	208.0 sqm @	1,084.00 psm		(225,472)
1 Bed Apartment	- sqm @	1,084.00 psm		-
2 Bed Apartment	1,196.0 - sqm @	1,084.00 psm		-
External works	1,296,464 @	15%		(194,470)
	16,206 £per unit			
Contingency	1,490,934 @	5%		(74,547)
Professional Fees	1,490,934 @	9%		(134,184)
Disposal Costs -				
Sale Agents Costs	2,804,000 GDV @	1.00%		(28,040)
Sale Legal Costs	3,392,240 GDV @	0.50%		(16,961)
Marketing and Promotion	2,804,000 GDV @	3.00%		(84,120)
Finance Costs -				
Finance Fees	1,960,406 @	1.00%		(19,604)
Interest on Development Costs	7.00% APR	0.565% pcm		(14,306)
Developers Profit				
On private for sale	2,804,000	20.00%		(560,800)
On affordable housing pre-sale (blended)	588,240	6.00%		(35,294)
		17.57%		
TOTAL COSTS				(2,590,410)
RESIDUAL LAND VALUE				
Residual Land Value (gross)				801,830
SDLT	801,830 @			(32,073)
Acquisition Agent fees	801,830 @	1%		(8,018)
Acquisition Legal fees	801,830 @	0.5%		(4,009)
Interest on Land	801,830 @	7.0%		(56,128)
Residual Land Value (net)	58,467 per plot			701,601
TRESHOLD LAND VALUE				
Residential Density	35 dph			
Site Area	0.34 ha	0.85 acres		
	3,488 sqm/ha	15,196 sqft/ac		
Threshold Land Value	1,667,925 £ per ha	675,000 £ per acre		
	47,655 £ per plot			571,860
BALANCE				
Surplus/(Deficit)				129,741

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Scheme 25

SENSITIVITY ANALYSIS								
		AH - % on site						
Balance	129,741	0%	10%	20%	30%	40%	50%	60%
	0	557,578	467,699	377,821	206,964	116,047	25,129	(65,789)
	20	534,676	446,706	358,736	191,520	102,533	13,546	(75,441)
	40	511,774	425,712	339,650	176,075	89,019	1,962	(85,094)
	60	488,871	404,718	320,565	160,630	75,504	(9,621)	(94,747)
	80	465,969	383,724	301,480	145,186	61,990	(21,205)	(104,400)
CIL £psm	100	443,067	362,731	292,270	129,741	48,476	(32,788)	(114,053)
	120	420,164	341,737	272,965	114,296	34,962	(44,372)	(123,706)
	140	397,262	320,743	253,659	98,852	21,448	(55,956)	(133,359)
	160	374,360	299,749	234,353	83,407	7,934	(67,539)	(138,111)
	180	351,458	288,589	215,047	67,962	(5,580)	(79,123)	(147,874)
	200	328,555	267,353	195,741	52,518	(19,094)	(90,706)	(157,637)
	220	305,653	246,116	176,435	37,073	(32,608)	(102,290)	(167,401)
	240	292,631	224,880	157,129	21,628	(46,122)	(113,873)	(177,164)

		AH commuted sum - £ psm						
Balance	129,741	0	50	100	150	200	250	300
	0							
	20							
	40							
	60							
	80							
CIL £psm	100							
	120							
	140							
	160							
	180							
	200							
	220							
	240							

		AH - % on site						
Balance	129,741	0%	10%	20%	30%	40%	50%	60%
	100.0%	443,067	362,731	292,270	129,741	48,476	(32,788)	(114,053)
	102.5%	403,425	323,593	253,189	91,678	10,922	(69,833)	(145,774)
	105.0%	363,784	294,354	214,108	53,615	(26,631)	(106,878)	(182,727)
	107.5%	324,142	254,763	175,026	15,552	(64,185)	(139,032)	(219,880)
	110.0%	294,401	215,173	135,945	(22,511)	(101,739)	(176,500)	(256,633)
Build Costs	112.5%	254,301	175,582	96,863	(60,574)	(134,349)	(213,968)	(293,586)
	115.0%	214,201	135,991	57,782	(98,637)	(172,332)	(251,436)	(330,539)
	117.5%	174,101	96,401	18,700	(131,727)	(210,315)	(288,904)	(362,873)
	120.0%	134,001	56,810	(20,381)	(170,225)	(248,298)	(326,372)	(400,661)
	122.5%	93,901	17,219	(59,462)	(208,723)	(286,281)	(359,139)	(438,450)
	125.0%	53,801	(22,371)	(98,544)	(247,221)	(324,264)	(397,453)	(475,181)
	127.5%	13,702	(61,962)	(132,663)	(285,719)	(357,510)	(435,768)	(513,387)
	130.0%	(26,398)	(101,553)	(172,191)	(324,217)	(396,352)	(473,002)	(551,592)

		Build Costs						
Balance	129,741	100%	105%	110%	115%	120%	125%	130%
	0	206,964	130,838	54,712	(21,414)	(97,540)	(169,115)	(246,111)
	20	191,520	115,394	39,268	(36,858)	(112,984)	(184,736)	(261,732)
	40	176,075	99,949	23,823	(52,303)	(128,429)	(200,357)	(277,354)
	60	160,630	84,504	8,378	(67,748)	(138,983)	(215,979)	(292,975)
	80	145,186	69,060	(7,066)	(83,192)	(154,604)	(231,600)	(308,596)
CIL £psm	100	129,741	53,615	(22,511)	(98,637)	(170,225)	(247,221)	(324,217)
	120	114,296	38,170	(37,956)	(114,082)	(185,846)	(262,842)	(339,838)
	140	98,852	22,726	(53,401)	(129,527)	(201,467)	(278,463)	(350,569)
	160	83,407	7,281	(68,845)	(140,093)	(217,089)	(294,085)	(366,543)
	180	67,962	(8,164)	(84,290)	(155,714)	(232,710)	(309,706)	(382,518)
	200	52,518	(23,609)	(99,735)	(171,335)	(248,331)	(325,327)	(398,492)
	220	37,073	(39,053)	(115,179)	(186,956)	(263,952)	(340,948)	(414,466)
	240	21,628	(54,498)	(130,624)	(202,577)	(279,573)	(351,704)	(430,440)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 26

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						15
AH Policy requirement %		50%	AH Target	50%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	10.0%	0.8	60%	4	33%	5
3 Bed houses	40%	3.2	20%	1	31%	5
4 Bed houses	30%	2.4	20%	1	25%	4
5 Bed houses	20.0%	1.6	0%	0	11%	2
1 Bed Apartment	0%	0.0	0%	0	0%	0
2 Bed Apartment	0%	0.0	0%	0	0%	0
Total number of units	100%	8.0	100%	7	100%	15
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	64.0	689	336.0	3,617	400.0	4,306
3 Bed houses	304.0	3,272	133.0	1,432	437.0	4,704
4 Bed houses	264.0	2,842	154.0	1,658	418.0	4,499
5 Bed houses	208.0	2,239	0.0	0	208.0	2,239
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	840.0	9,042	623.0	6,706	1,463.0	15,748
Open Market values (£) -	£ psm	£ psf	£		total MV £ (no AH)	
2 Bed houses	3,750.0	348	300,000		1,500,000	
3 Bed houses	4,105.3	381	390,000		1,794,000	
4 Bed houses	4,636.4	431	510,000		1,938,000	
5 Bed houses	5,076.9	472	660,000		1,056,000	
1 Bed Apartment	4,800.0	446	240,000		0	
2 Bed Apartment	4,615.4	429	300,000		0	
					6,288,000	
Affordable Housing -						
AH Tenure split	66% Affordable Rent		34% Intermediate			
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000 43%		135,000 45%			
3 Bed houses	145,000 37%		165,000 42%			
4 Bed houses	185,000 36%		195,000 38%			
5 Bed houses	210,000 32%		225,000 34%			
1 Bed Apartment	100,000 42%		110,000 46%			
2 Bed Apartment	115,000 38%		125,000 42%			

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Scheme 26

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	1	@	300,000	240,000
3 Bed houses	3	@	390,000	1,248,000
4 Bed houses	2	@	510,000	1,224,000
5 Bed houses	2	@	660,000	1,056,000
1 Bed Apartment	0	@	240,000	-
2 Bed Apartment	0	@	300,000	-
	8			3,768,000
Affordable Rented GDV -				
2 Bed houses	3	@	130,000	360,360
3 Bed houses	1	@	145,000	133,980
4 Bed houses	1	@	185,000	170,940
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	5			665,280
Intermediate GDV -				
2 Bed houses	1	@	135,000	192,780
3 Bed houses	0	@	165,000	78,540
4 Bed houses	0	@	195,000	92,820
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	2			364,140
	15 total			
Grant	7.0	AH units @	0	-
GDV				4,797,420

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

99,372 £ per unit

1,019 £ psm

1,490,580 £

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 26

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					(25,000)
Statutory Planning Fees					(5,775)
CIL	840 sqm (exc. AH)	100 £ psm	1.75%		(84,000)
Site Specific S106/278	15 units @	1,500 per unit			(22,500)
AH Commuted Sum	1,463 sqm	0 £ psm	0.00%		-
Construction Costs -					
Demolition and Site Clearance	1.06 acres @	0 per acre			-
2 Bed houses	400.0 sqm @	1,084.00 psm			(433,600)
3 Bed houses	437.0 sqm @	1,084.00 psm			(473,708)
4 Bed houses	418.0 sqm @	1,084.00 psm			(453,112)
5 Bed houses	208.0 sqm @	1,084.00 psm			(225,472)
1 Bed Apartment	- sqm @	1,084.00 psm			-
2 Bed Apartment	1,463.0 - sqm @	1,084.00 psm			-
External works	1,585,892 @	15%			(237,884)
	15,859 £per unit				
Contingency	1,823,776 @	5%			(91,189)
Professional Fees	1,823,776 @	9%			(164,140)
Disposal Costs -					
Sale Agents Costs	3,768,000 GDV @	1.00%			(37,680)
Sale Legal Costs	4,797,420 GDV @	0.50%			(23,987)
Marketing and Promotion	3,768,000 GDV @	3.00%			(113,040)
Finance Costs -					
Finance Fees	2,391,087 @	1.00%			(23,911)
Interest on Development Costs	7.00% APR	0.565% pcm			(12,925)
Developers Profit					
On private for sale	3,768,000	20.00%			(753,600)
On affordable housing pre-sale (blended)	1,029,420	6.00%			(61,765)
		17.00%			
TOTAL COSTS					(3,243,287)
RESIDUAL LAND VALUE					
Residual Land Value (gross)					1,554,133
SDLT	1,554,133 @				(77,707)
Acquisition Agent fees	1,554,133 @	1%			(15,541)
Acquisition Legal fees	1,554,133 @	0.5%			(7,771)
Interest on Land	1,554,133 @	7.0%			(108,789)
Residual Land Value (net)	89,622 per plot				1,344,325
TRESHOLD LAND VALUE					
Residential Density	35 dph				
Site Area	0.43 ha	1.06 acres			
	3,414 sqm/ha	14,870 sqft/ac			
Threshold Land Value	1,760,588 £ per ha	712,500 £ per acre			754,538
	50,303 £ per plot				
BALANCE					
Surplus/(Deficit)					589,787

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SENSITIVITY ANALYSIS								
		AH - % on site						
Balance	589,787	0%	10%	20%	30%	40%	50%	60%
	0	1,788,332	1,623,325	1,293,310	1,128,303	835,041	666,128	328,302
	20	1,760,366	1,597,223	1,270,937	1,107,794	817,864	650,860	316,851
	40	1,732,400	1,571,122	1,248,564	1,087,286	800,688	635,592	305,400
	60	1,704,434	1,545,020	1,226,192	1,066,777	783,511	620,324	293,949
	80	1,676,468	1,518,919	1,203,819	1,046,269	766,334	605,055	282,498
CIL £psm	100	1,648,502	1,492,817	1,181,446	1,025,761	749,157	589,787	271,047
	120	1,620,537	1,466,716	1,159,073	1,005,252	731,981	574,519	259,595
	140	1,592,571	1,440,614	1,136,701	984,744	714,804	559,251	248,144
	160	1,564,605	1,414,512	1,114,328	964,236	697,627	543,983	236,693
	180	1,536,639	1,388,411	1,091,955	943,727	680,451	528,714	225,242
	200	1,508,673	1,362,309	1,069,583	922,929	663,274	513,446	213,791
	220	1,480,707	1,336,208	1,047,210	901,936	646,097	498,178	202,340
	240	1,452,741	1,310,106	1,024,837	880,942	628,921	482,910	190,889

		AH commuted sum - £ psm						
Balance	589,787	0	50	100	150	200	250	300
	0							
	20							
	40							
	60							
	80							
CIL £psm	100							
	120							
	140							
	160							
	180							
	200							
	220							
	240							

		AH - % on site						
Balance	589,787	0%	10%	20%	30%	40%	50%	60%
	100.0%	1,648,502	1,492,817	1,181,446	1,025,761	749,157	589,787	271,047
	102.5%	1,600,096	1,444,903	1,134,515	979,322	702,626	543,759	226,025
	105.0%	1,551,690	1,396,988	1,087,584	972,821	656,094	497,731	181,004
	107.5%	1,503,284	1,349,074	1,040,653	925,283	609,563	451,702	135,982
	110.0%	1,454,878	1,301,159	993,722	877,744	563,031	405,674	100,735
Build Costs	112.5%	1,406,471	1,253,245	946,791	830,206	516,499	359,646	55,193
	115.0%	1,358,065	1,205,330	939,018	782,668	469,968	313,618	9,651
	117.5%	1,309,659	1,157,416	890,976	735,129	423,436	267,589	(35,891)
	120.0%	1,261,253	1,109,501	842,934	687,591	376,904	221,561	(81,433)
	122.5%	1,212,846	1,061,587	794,892	640,052	330,373	175,533	(126,975)
	125.0%	1,164,440	1,013,672	746,850	592,514	283,841	129,505	(172,517)
	127.5%	1,116,034	965,758	698,809	544,975	237,309	93,164	(218,059)
	130.0%	1,067,628	957,426	650,767	497,437	190,778	46,604	(263,601)

		Build Costs						
Balance	589,787	100%	105%	110%	115%	120%	125%	130%
	0	666,128	574,072	482,015	389,958	297,902	205,845	113,789
	20	650,860	558,803	466,747	374,690	282,634	190,577	108,383
	40	635,592	543,535	451,479	359,422	267,366	175,309	92,938
	60	620,324	528,267	436,210	344,154	252,097	160,041	77,493
	80	605,055	512,999	420,942	328,886	236,829	144,773	62,049
CIL £psm	100	589,787	497,731	405,674	313,618	221,561	129,505	46,604
	120	574,519	482,462	390,406	298,349	206,293	114,236	31,159
	140	559,251	467,194	375,138	283,081	191,025	108,835	15,715
	160	543,983	451,926	359,870	267,813	175,757	93,391	270
	180	528,714	436,658	344,601	252,545	160,488	77,946	(15,175)
	200	513,446	421,390	329,333	237,277	145,220	62,501	(30,620)
	220	498,178	406,122	314,065	222,009	129,952	47,057	(46,064)
	240	482,910	390,853	298,797	206,740	114,684	31,612	(61,509)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 27

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						15
AH Policy requirement %						60% AH Target 40% on-site
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	10.0%	0.9	60%	3.6	30%	5
3 Bed houses	40%	3.6	20%	1.2	32%	5
4 Bed houses	30%	2.7	20%	1.2	26%	4
5 Bed houses	20.0%	1.8	0%	0.0	12%	2
1 Bed Apartment	0%	0.0	0%	0.0	0%	0
2 Bed Apartment	0%	0.0	0%	0	0%	0
Total number of units	100%	9.0	100%	6	100%	15
Unit Floor areas -	Net sales (NIA) per unit		Net to Gross %		Gross (GIA) per unit	
	(sqm)	(sqft)	%		(sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA		AH units GIA		Total GIA	
	(sqm)	(sqft)	(sqm)	(sqft)	(sqm)	(sqft)
2 Bed houses	72.0	775	288.0	3,100	360.0	3,875
3 Bed houses	342.0	3,681	114.0	1,227	456.0	4,908
4 Bed houses	297.0	3,197	132.0	1,421	429.0	4,618
5 Bed houses	234.0	2,519	0.0	0	234.0	2,519
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	945.0	10,172	534.0	5,748	1,479.0	15,920
Open Market values (£) -	£ psm	£ psf	£		total MV £ (no AH)	
2 Bed houses	2,875.0	267	230,000		1,035,000	
3 Bed houses	3,368.4	313	320,000		1,536,000	
4 Bed houses	3,818.2	355	420,000		1,638,000	
5 Bed houses	4,230.8	393	550,000		990,000	
1 Bed Apartment	4,200.0	390	210,000		0	
2 Bed Apartment	3,538.5	329	230,000		0	
					5,199,000	
Affordable Housing -	66% Affordable Rent		34% Intermediate			
AH Tenure split						
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000	57%	135,000 59%			
3 Bed houses	145,000	45%	165,000 52%			
4 Bed houses	185,000	44%	195,000 46%			
5 Bed houses	210,000	38%	225,000 41%			
1 Bed Apartment	100,000	48%	110,000 52%			
2 Bed Apartment	115,000	50%	125,000 54%			

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 27

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	1	@	230,000	207,000
3 Bed houses	4	@	320,000	1,152,000
4 Bed houses	3	@	420,000	1,134,000
5 Bed houses	2	@	550,000	990,000
1 Bed Apartment	0	@	210,000	-
2 Bed Apartment	0	@	230,000	-
	9			3,483,000
Affordable Rented GDV -				
2 Bed houses	2	@	130,000	308,880
3 Bed houses	1	@	145,000	114,840
4 Bed houses	1	@	185,000	146,520
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	4			570,240
Intermediate GDV -				
2 Bed houses	1	@	135,000	165,240
3 Bed houses	0	@	165,000	67,320
4 Bed houses	0	@	195,000	79,560
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	2			312,120
	15 total			
Grant	6.0	AH units @	0	-
GDV				4,365,360

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

55,576 £ per unit

564 £ psm

833,640 £

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 27

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					(25,000)
Statutory Planning Fees					(5,775)
CIL	945 sqm (exc. AH)	100 £ psm	2.16%		(94,500)
Site Specific S106/278	15 units @	1,500 per unit			(22,500)
AH Commuted Sum	1,479 sqm	0 £ psm	0.00%		-
Construction Costs -					
Demolition and Site Clearance	1.06 acres @	0 per acre			-
2 Bed houses	360.0 sqm @	1,084.00 psm			(390,240)
3 Bed houses	456.0 sqm @	1,084.00 psm			(494,304)
4 Bed houses	429.0 sqm @	1,084.00 psm			(465,036)
5 Bed houses	234.0 sqm @	1,084.00 psm			(253,656)
1 Bed Apartment	- sqm @	1,084.00 psm			-
2 Bed Apartment	1,479.0 - sqm @	1,084.00 psm			-
External works	1,603,236 @	15%			(240,485)
	16,032 £per unit				
Contingency	1,843,721 @	5%			(92,186)
Professional Fees	1,843,721 @	9%			(165,935)
Disposal Costs -					
Sale Agents Costs	3,483,000 GDV @	1.00%			(34,830)
Sale Legal Costs	4,365,360 GDV @	0.50%			(21,827)
Marketing and Promotion	3,483,000 GDV @	3.00%			(104,490)
Finance Costs -					
Finance Fees	2,410,764 @	1.00%			(24,108)
Interest on Development Costs	7.00% APR	0.565% pcm			(15,808)
Developers Profit					
On private for sale	3,483,000	20.00%			(696,600)
On affordable housing pre-sale (blended)	882,360	6.00%			(52,942)
		17.17%			
TOTAL COSTS					(3,200,221)
RESIDUAL LAND VALUE					
Residual Land Value (gross)					1,165,139
SDLT	1,165,139 @				(58,257)
Acquisition Agent fees	1,165,139 @	1%			(11,651)
Acquisition Legal fees	1,165,139 @	0.5%			(5,826)
Interest on Land	1,165,139 @	7.0%			(81,560)
Residual Land Value (net)	67,190 per plot				1,007,845
TRESHOLD LAND VALUE					
Residential Density	35 dph				
Site Area	0.43 ha	1.06 acres			
	3,451 sqm/ha	15,033 sqft/ac			
Threshold Land Value	1,575,263 £ per ha	637,500 £ per acre			
	45,008 £ per plot				675,113
BALANCE					
Surplus/(Deficit)					332,732

**150209 West Oxon LPlan CIL Residential Viability Models v8.1a
Scheme 27**

SENSITIVITY ANALYSIS								
		AH - % on site						
Balance	332,732	0%	10%	20%	30%	40%	50%	60%
	0	1,060,448	987,708	760,071	646,253	418,616	304,798	85,857
	20	1,032,482	960,989	737,169	625,259	401,439	289,529	74,274
	40	1,044,271	934,270	714,267	604,265	384,263	274,261	62,690
	60	1,015,643	907,550	691,365	583,272	367,086	258,993	51,107
	80	987,015	880,831	668,462	562,278	349,909	243,725	39,523
CIL £psm	100	958,388	854,112	645,560	541,284	332,732	228,457	27,940
	120	929,760	827,392	622,658	520,290	315,556	213,188	16,356
	140	901,132	800,673	599,755	499,297	298,379	197,920	4,773
	160	872,504	773,954	576,853	478,303	281,202	192,568	(6,811)
	180	843,876	747,234	553,951	457,309	264,026	177,124	(18,394)
	200	815,248	720,515	531,049	436,315	246,849	161,679	(29,978)
	220	786,620	693,796	508,146	415,322	229,672	146,234	(41,561)
	240	757,993	667,076	485,244	394,328	212,496	130,790	(53,145)

		AH commuted sum - £ psm						
Balance	332,732	0	50	100	150	200	250	300
	0							
	20							
	40							
	60							
	80							
CIL £psm	100							
	120							
	140							
	160							
	180							
	200							
	220							
	240							

		AH - % on site						
Balance	332,732	0%	10%	20%	30%	40%	50%	60%
	100.0%	958,388	854,112	645,560	541,284	332,732	228,457	27,940
	102.5%	908,836	805,063	597,518	493,746	286,201	192,342	(17,602)
	105.0%	859,284	756,015	549,476	446,207	239,669	145,782	(63,144)
	107.5%	809,732	706,966	501,435	398,669	193,138	99,221	(108,686)
	110.0%	760,180	657,917	453,393	351,130	156,106	52,661	(154,228)
Build Costs	112.5%	710,628	608,869	405,351	303,592	109,036	6,101	(199,770)
	115.0%	661,076	559,820	357,309	256,054	61,966	(40,460)	(240,400)
	117.5%	611,524	510,772	309,267	208,515	14,897	(87,020)	(286,462)
	120.0%	561,972	461,723	261,226	170,643	(32,173)	(133,581)	(332,525)
	122.5%	512,420	412,675	213,184	122,555	(79,242)	(180,141)	(378,587)
	125.0%	462,868	363,626	174,856	74,467	(126,312)	(226,701)	(424,650)
	127.5%	413,316	314,577	126,259	26,379	(173,382)	(268,669)	(466,093)
	130.0%	363,764	265,529	77,662	(21,709)	(220,451)	(315,762)	(513,196)

		Build Costs						
Balance	332,732	100%	105%	110%	115%	120%	125%	130%
	0	418,616	325,553	232,489	148,843	54,704	(39,436)	(133,575)
	20	401,439	308,376	215,313	131,467	37,328	(56,811)	(150,950)
	40	384,263	291,199	198,136	114,092	19,953	(74,186)	(168,325)
	60	367,086	274,023	190,856	96,717	2,578	(91,561)	(185,701)
	80	349,909	256,846	173,481	79,342	(14,798)	(108,937)	(203,076)
CIL £psm	100	332,732	239,669	156,106	61,966	(32,173)	(126,312)	(220,451)
	120	315,556	222,492	138,730	44,591	(49,548)	(143,687)	(232,829)
	140	298,379	205,316	121,355	27,216	(66,923)	(161,063)	(250,403)
	160	281,202	198,119	103,980	9,841	(84,299)	(178,438)	(267,977)
	180	264,026	180,744	86,604	(7,535)	(101,674)	(195,813)	(285,550)
	200	246,849	163,368	69,229	(24,910)	(119,049)	(213,188)	(303,124)
	220	229,672	145,993	51,854	(42,285)	(136,424)	(230,564)	(320,698)
	240	212,496	128,618	34,479	(59,661)	(153,800)	(243,057)	(338,272)

NOTES
 Cells highlighted in yellow are input cells
 Cells highlighted in green are sensitivity input cells
 Figures in brackets, thus (00,000.00), are negative values / costs

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 28

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						15
AH Policy requirement %		65%	AH Target	35%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	10.0%	1.0	60%	3.0	27%	4
3 Bed houses	40%	4.0	20%	1.0	33%	5
4 Bed houses	30%	3.0	20%	1.0	27%	4
5 Bed houses	20.0%	2.0	0%	0.0	13%	2
1 Bed Apartment	0%	0.0	0%	0.0	0%	0
2 Bed Apartment	0%	0.0	0%	0	0%	0
Total number of units	100%	10.0	100%	5	100%	15
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	80.0	861	240.0	2,583	320.0	3,444
3 Bed houses	380.0	4,090	95.0	1,023	475.0	5,113
4 Bed houses	330.0	3,552	110.0	1,184	440.0	4,736
5 Bed houses	260.0	2,799	0.0	0	260.0	2,799
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	1,050.0	11,302	445.0	4,790	1,495.0	16,092
Open Market values (£) -	£ psm	£ psf	£		total MV £ (no AH)	
2 Bed houses	2,687.5	250	215,000		860,000	
3 Bed houses	2,947.4	274	280,000		1,400,000	
4 Bed houses	3,545.5	329	390,000		1,560,000	
5 Bed houses	3,846.2	357	500,000		1,000,000	
1 Bed Apartment	3,000.0	279	150,000		0	
2 Bed Apartment	3,230.8	300	210,000		0	
					4,820,000	
Affordable Housing -						
AH Tenure split	66% Affordable Rent		34% Intermediate			
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000 60%		135,000 63%			
3 Bed houses	145,000 52%		165,000 59%			
4 Bed houses	185,000 47%		195,000 50%			
5 Bed houses	210,000 42%		225,000 45%			
1 Bed Apartment	100,000 67%		110,000 73%			
2 Bed Apartment	115,000 55%		125,000 60%			

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Scheme 28

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	1	@	215,000	215,000
3 Bed houses	4	@	280,000	1,120,000
4 Bed houses	3	@	390,000	1,170,000
5 Bed houses	2	@	500,000	1,000,000
1 Bed Apartment	0	@	150,000	-
2 Bed Apartment	0	@	210,000	-
	10			3,505,000
Affordable Rented GDV -				
2 Bed houses	2	@	130,000	257,400
3 Bed houses	1	@	145,000	95,700
4 Bed houses	1	@	185,000	122,100
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	3			475,200
Intermediate GDV -				
2 Bed houses	1	@	135,000	137,700
3 Bed houses	0	@	165,000	56,100
4 Bed houses	0	@	195,000	66,300
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	2			260,100
	15 total			
Grant	5.0	AH units @	0	-
GDV				4,240,300

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

38,647 £ per unit

388 £ psm

579,700 £

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 28

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					(25,000)
Statutory Planning Fees					(5,775)
CIL	1,050 sqm (exc. AH)	100 £ psm	2.48%		(105,000)
Site Specific S106/278	15 units @	1,500 per unit			(22,500)
AH Commuted Sum	1,495 sqm	0 £ psm	0.00%		-
Construction Costs -					
Demolition and Site Clearance	1.06 acres @	0 per acre			-
2 Bed houses	320.0 sqm @	1,084.00 psm			(346,880)
3 Bed houses	475.0 sqm @	1,084.00 psm			(514,900)
4 Bed houses	440.0 sqm @	1,084.00 psm			(476,960)
5 Bed houses	260.0 sqm @	1,084.00 psm			(281,840)
1 Bed Apartment	- sqm @	1,084.00 psm			-
2 Bed Apartment	1,495.0 - sqm @	1,084.00 psm			-
External works	1,620,580 @	15%			(243,087)
	16,206 £per unit				
Contingency	1,863,667 @	5%			(93,183)
Professional Fees	1,863,667 @	9%			(167,730)
Disposal Costs -					
Sale Agents Costs	3,505,000 GDV @	1.00%			(35,050)
Sale Legal Costs	4,240,300 GDV @	0.50%			(21,202)
Marketing and Promotion	3,505,000 GDV @	3.00%			(105,150)
Finance Costs -					
Finance Fees	2,444,257 @	1.00%			(24,443)
Interest on Development Costs	7.00% APR	0.565% pcm			(17,555)
Developers Profit					
On private for sale	3,505,000	20.00%			(701,000)
On affordable housing pre-sale (blended)	735,300	6.00%			(44,118)
		17.57%			
TOTAL COSTS					(3,231,372)
RESIDUAL LAND VALUE					
Residual Land Value (gross)					1,008,928
SDLT	1,008,928 @				(50,446)
Acquisition Agent fees	1,008,928 @	1%			(10,089)
Acquisition Legal fees	1,008,928 @	0.5%			(5,045)
Interest on Land	1,008,928 @	7.0%			(70,625)
Residual Land Value (net)	58,181 per plot				872,722
TRESHOLD LAND VALUE					
Residential Density	35 dph				
Site Area	0.43 ha	1.06 acres			
	3,488 sqm/ha	15,196 sqft/ac			
Threshold Land Value	1,343,606 £ per ha	543,750 £ per acre			
	38,389 £ per plot				575,831
BALANCE					
Surplus/(Deficit)					296,891

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SENSITIVITY ANALYSIS								
		AH - % on site						
Balance	296,891	0%	10%	20%	30%	40%	50%	60%
	0	841,710	751,832	572,074	482,196	302,439	221,674	39,839
	20	813,082	725,112	549,172	461,202	295,217	206,230	28,255
	40	784,455	698,393	526,270	440,208	277,841	190,785	16,672
	60	755,827	671,674	503,368	419,215	260,466	175,340	5,088
	80	727,199	644,954	480,465	398,221	243,091	159,896	(6,495)
CIL Epsm	100	698,571	618,235	457,563	377,227	225,716	144,451	(18,079)
	120	669,943	591,516	434,661	356,233	208,340	129,006	(29,662)
	140	641,315	564,796	411,759	335,240	190,965	113,561	(41,246)
	160	612,688	538,077	388,856	314,246	173,590	98,117	(52,829)
	180	584,060	511,358	365,954	293,252	156,215	82,672	(64,413)
	200	555,432	484,638	343,052	282,063	138,839	67,227	(75,996)
	220	526,804	457,919	320,149	260,826	121,464	51,783	(87,580)
	240	498,176	431,200	297,247	239,590	104,089	36,338	(99,163)

		AH commuted sum - £ psm						
Balance	296,891	0	50	100	150	200	250	300
	0							
	20							
	40							
	60							
	80							
CIL Epsm	100							
	120							
	140							
	160							
	180							
	200							
	220							
	240							

		AH - % on site						
Balance	296,891	0%	10%	20%	30%	40%	50%	60%
	100.0%	698,571	618,235	457,563	377,227	225,716	144,451	(18,079)
	102.5%	649,019	569,187	409,521	329,689	178,646	97,890	(63,621)
	105.0%	599,467	520,138	361,479	292,069	131,576	51,330	(109,163)
	107.5%	549,915	471,089	313,438	243,981	84,507	4,770	(149,892)
	110.0%	500,363	422,041	275,121	195,893	37,437	(41,791)	(195,954)
Build Costs	112.5%	450,811	372,992	226,524	147,805	(9,632)	(88,351)	(242,017)
	115.0%	401,259	323,944	177,927	99,717	(56,702)	(134,911)	(288,079)
	117.5%	351,707	284,730	129,329	51,629	(103,771)	(176,965)	(334,141)
	120.0%	302,155	235,114	80,732	3,541	(145,984)	(224,057)	(375,783)
	122.5%	262,181	185,499	32,135	(44,547)	(193,592)	(271,150)	(422,886)
	125.0%	212,056	135,883	(16,462)	(92,635)	(241,199)	(318,242)	(468,820)
	127.5%	161,931	86,268	(65,059)	(135,750)	(288,807)	(360,578)	(516,444)
	130.0%	111,806	36,652	(113,657)	(184,388)	(336,414)	(408,735)	(564,068)

		Build Costs						
Balance	296,891	100%	105%	110%	115%	120%	125%	130%
	0	392,317	298,247	213,195	118,037	22,879	(72,278)	(162,768)
	20	373,232	289,046	193,889	98,731	3,574	(91,584)	(182,295)
	40	354,147	269,740	174,583	79,425	(15,732)	(110,890)	(201,821)
	60	335,062	250,435	155,277	60,119	(35,038)	(130,196)	(221,348)
	80	315,976	231,129	135,971	40,813	(54,344)	(144,629)	(240,874)
CIL Epsm	100	296,891	211,823	116,665	21,508	(73,650)	(164,156)	(260,401)
	120	287,674	192,517	97,359	2,202	(92,956)	(183,682)	(279,927)
	140	268,369	173,211	78,053	(17,104)	(112,262)	(203,209)	(299,454)
	160	249,063	153,905	58,748	(36,410)	(131,568)	(222,735)	(318,980)
	180	229,757	134,599	39,442	(55,716)	(146,017)	(242,262)	(338,507)
	200	210,451	115,293	20,136	(75,022)	(165,543)	(261,788)	(353,111)
	220	191,145	95,988	830	(94,328)	(185,070)	(281,315)	(373,079)
	240	171,839	76,682	(18,476)	(113,633)	(204,596)	(300,841)	(393,047)

NOTES

Cells highlighted in yellow are input cells

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Figures in brackets, thus (00,000.00), are negative values / costs

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 29

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						15
AH Policy requirement %						50% AH Target 50% on-site
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	10.0%	0.8	60%	4	33%	5
3 Bed houses	40%	3.2	20%	1	31%	5
4 Bed houses	30%	2.4	20%	1	25%	4
5 Bed houses	20.0%	1.6	0%	0	11%	2
1 Bed Apartment	0%	0.0	0%	0	0%	0
2 Bed Apartment	0%	0.0	0%	0	0%	0
Total number of units	100%	8.0	100%	7	100%	15
Unit Floor areas -	Net sales (NIA) per unit		Net to Gross %		Gross (GIA) per unit	
	(sqm)	(sqft)	%		(sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA		AH units GIA		Total GIA	
	(sqm)	(sqft)	(sqm)	(sqft)	(sqm)	(sqft)
2 Bed houses	64.0	689	336.0	3,617	400.0	4,306
3 Bed houses	304.0	3,272	133.0	1,432	437.0	4,704
4 Bed houses	264.0	2,842	154.0	1,658	418.0	4,499
5 Bed houses	208.0	2,239	0.0	0	208.0	2,239
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	840.0	9,042	623.0	6,706	1,463.0	15,748
Open Market values (£) -	£ psm	£ psf	£		total MV £ (no AH)	
2 Bed houses	3,750.0	348	300,000		1,500,000	
3 Bed houses	4,105.3	381	390,000		1,794,000	
4 Bed houses	4,636.4	431	510,000		1,938,000	
5 Bed houses	5,076.9	472	660,000		1,056,000	
1 Bed Apartment	4,800.0	446	240,000		0	
2 Bed Apartment	4,615.4	429	300,000		0	
					6,288,000	
Affordable Housing -	66% Affordable Rent		34% Intermediate			
AH Tenure split						
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000	43%	135,000		45%	
3 Bed houses	145,000	37%	165,000		42%	
4 Bed houses	185,000	36%	195,000		38%	
5 Bed houses	210,000	32%	225,000		34%	
1 Bed Apartment	100,000	42%	110,000		46%	
2 Bed Apartment	115,000	38%	125,000		42%	

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Scheme 29

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	1	@	300,000	240,000
3 Bed houses	3	@	390,000	1,248,000
4 Bed houses	2	@	510,000	1,224,000
5 Bed houses	2	@	660,000	1,056,000
1 Bed Apartment	0	@	240,000	-
2 Bed Apartment	0	@	300,000	-
	8			3,768,000
Affordable Rented GDV -				
2 Bed houses	3	@	130,000	360,360
3 Bed houses	1	@	145,000	133,980
4 Bed houses	1	@	185,000	170,940
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	5			665,280
Intermediate GDV -				
2 Bed houses	1	@	135,000	192,780
3 Bed houses	0	@	165,000	78,540
4 Bed houses	0	@	195,000	92,820
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	2			364,140
	15 total			
Grant	7.0	AH units @	0	-
GDV				4,797,420

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

99,372 £ per unit

1,019 £ psm

1,490,580 £

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Scheme 29

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees and reports				(25,000)
Statutory Planning Fees				(5,775)
CIL	840 sqm (exc. AH)	100 £ psm	1.75%	(84,000)
Site Specific S106/278	15 units @	1,500 per unit		(22,500)
AH Commuted Sum	1,463 sqm	0 £ psm	0.00%	-
Construction Costs -				
Demolition and Site Clearance	1.06 acres @	50,000 per acre		(52,950)
2 Bed houses	400.0 sqm @	1,084.00 psm		(433,600)
3 Bed houses	437.0 sqm @	1,084.00 psm		(473,708)
4 Bed houses	418.0 sqm @	1,084.00 psm		(453,112)
5 Bed houses	208.0 sqm @	1,084.00 psm		(225,472)
1 Bed Apartment	- sqm @	1,084.00 psm		-
2 Bed Apartment	1,463.0 - sqm @	1,084.00 psm		-
External works	1,585,892 @	15%		(237,884)
	15,859 £per unit			
Contingency	1,823,776 @	5%		(91,189)
Professional Fees	1,823,776 @	9%		(164,140)
Disposal Costs -				
Sale Agents Costs	3,768,000 GDV @	1.00%		(37,680)
Sale Legal Costs	4,797,420 GDV @	0.50%		(23,987)
Marketing and Promotion	3,768,000 GDV @	3.00%		(113,040)
Finance Costs -				
Finance Fees	2,444,037 @	1.00%		(24,440)
Interest on Development Costs	7.00% APR	0.565% pcm		(14,002)
Developers Profit				
On private for sale	3,768,000	20.00%		(753,600)
On affordable housing pre-sale (blended)	1,029,420	6.00%		(61,765)
		17.00%		
TOTAL COSTS				(3,297,844)
RESIDUAL LAND VALUE				
Residual Land Value (gross)				1,499,576
SDLT	1,499,576 @			(74,979)
Acquisition Agent fees	1,499,576 @	1%		(14,996)
Acquisition Legal fees	1,499,576 @	0.5%		(7,498)
Interest on Land	1,499,576 @	7.0%		(104,970)
Residual Land Value (net)	86,476 per plot			1,297,133
TRESHOLD LAND VALUE				
Residential Density	35 dph			
Site Area	0.43 ha	1.06 acres		
	3,414 sqm/ha	14,870 sqft/ac		
Threshold Land Value	1,482,600 £ per ha	600,000 £ per acre		
	42,360 £ per plot			635,400
BALANCE				
Surplus/(Deficit)				661,733

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 29

SENSITIVITY ANALYSIS								
		AH - % on site						
Balance	661,733	0%	10%	20%	30%	40%	50%	60%
	0	1,861,370	1,696,362	1,366,347	1,201,340	906,987	738,074	400,249
	20	1,833,404	1,670,261	1,343,975	1,180,832	889,811	722,806	388,797
	40	1,805,438	1,644,159	1,321,602	1,160,323	872,634	707,538	377,346
	60	1,777,472	1,618,058	1,299,229	1,139,815	855,457	692,270	365,895
	80	1,749,506	1,591,956	1,276,856	1,119,307	838,280	677,002	354,444
CIL £psm	100	1,721,540	1,565,854	1,254,484	1,098,798	821,104	661,733	342,993
	120	1,693,574	1,539,753	1,232,111	1,078,290	803,927	646,465	331,542
	140	1,665,608	1,513,651	1,209,738	1,057,782	786,750	631,197	320,091
	160	1,637,642	1,487,550	1,187,365	1,076,863	769,574	615,929	308,639
	180	1,609,676	1,461,448	1,164,993	1,055,869	752,397	600,661	297,188
	200	1,581,710	1,435,347	1,142,620	1,034,876	735,220	585,393	285,737
	220	1,553,744	1,409,245	1,120,247	1,013,882	718,044	570,124	274,286
	240	1,525,778	1,383,144	1,097,874	992,888	700,867	554,856	262,835

		AH commuted sum - £ psm						
Balance	661,733	0	50	100	150	200	250	300
	0							
	20							
	40							
	60							
	80							
CIL £psm	100							
	120							
	140							
	160							
	180							
	200							
	220							
	240							

		AH - % on site						
Balance	661,733	0%	10%	20%	30%	40%	50%	60%
	100.0%	1,721,540	1,565,854	1,254,484	1,098,798	821,104	661,733	342,993
	102.5%	1,673,134	1,517,940	1,207,553	1,092,306	774,572	615,705	297,971
	105.0%	1,624,727	1,470,025	1,160,622	1,044,767	728,040	569,677	252,950
	107.5%	1,576,321	1,422,111	1,113,691	997,229	681,509	523,649	217,678
	110.0%	1,527,915	1,374,196	1,066,760	949,691	634,977	477,620	172,136
Build Costs	112.5%	1,479,509	1,326,282	1,059,006	902,152	588,446	431,592	126,594
	115.0%	1,431,102	1,278,367	1,010,964	854,614	541,914	385,564	81,052
	117.5%	1,382,696	1,230,453	962,922	807,075	495,382	339,536	35,510
	120.0%	1,334,290	1,182,538	914,880	759,537	448,851	293,507	(10,032)
	122.5%	1,285,884	1,134,624	866,838	711,999	402,319	247,479	(55,574)
	125.0%	1,237,477	1,086,709	818,797	664,460	355,787	211,125	(101,116)
	127.5%	1,189,071	1,078,421	770,755	616,922	309,256	164,565	(146,658)
	130.0%	1,140,665	1,029,372	722,713	569,383	262,724	118,005	(192,200)

		Build Costs						
Balance	661,733	100%	105%	110%	115%	120%	125%	130%
	0	738,074	646,018	553,961	461,905	369,848	277,792	195,228
	20	722,806	630,750	538,693	446,637	354,580	262,524	179,783
	40	707,538	615,481	523,425	431,368	339,312	247,255	164,339
	60	692,270	600,213	508,157	416,100	324,044	231,987	148,894
	80	677,002	584,945	492,889	400,832	308,776	226,570	133,449
CIL £psm	100	661,733	569,677	477,620	385,564	293,507	211,125	118,005
	120	646,465	554,409	462,352	370,296	278,239	195,681	102,560
	140	631,197	539,141	447,084	355,028	262,971	180,236	87,115
	160	615,929	523,872	431,816	339,759	247,703	164,791	71,671
	180	600,661	508,604	416,548	324,491	232,435	149,347	56,226
	200	585,393	493,336	401,279	309,223	227,023	133,902	40,781
	220	570,124	478,068	386,011	293,955	211,578	118,457	25,337
	240	554,856	462,800	370,743	278,687	196,133	103,013	9,892

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 30

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						15
AH Policy requirement %						60%
AH Target						40% on-site
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	10.0%	0.9	60%	3.6	30%	5
3 Bed houses	40%	3.6	20%	1.2	32%	5
4 Bed houses	30%	2.7	20%	1.2	26%	4
5 Bed houses	20.0%	1.8	0%	0.0	12%	2
1 Bed Apartment	0%	0.0	0%	0.0	0%	0
2 Bed Apartment	0%	0.0	0%	0	0%	0
Total number of units	100%	9.0	100%	6	100%	15
Unit Floor areas -	Net sales (NIA) per unit		Net to Gross %		Gross (GIA) per unit	
	(sqm)	(sqft)	%		(sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA		AH units GIA		Total GIA	
	(sqm)	(sqft)	(sqm)	(sqft)	(sqm)	(sqft)
2 Bed houses	72.0	775	288.0	3,100	360.0	3,875
3 Bed houses	342.0	3,681	114.0	1,227	456.0	4,908
4 Bed houses	297.0	3,197	132.0	1,421	429.0	4,618
5 Bed houses	234.0	2,519	0.0	0	234.0	2,519
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	945.0	10,172	534.0	5,748	1,479.0	15,920
Open Market values (£) -	£ psm	£ psf	£		total MV £ (no AH)	
2 Bed houses	2,875.0	267	230,000		1,035,000	
3 Bed houses	3,368.4	313	320,000		1,536,000	
4 Bed houses	3,818.2	355	420,000		1,638,000	
5 Bed houses	4,230.8	393	550,000		990,000	
1 Bed Apartment	4,200.0	390	210,000		0	
2 Bed Apartment	3,538.5	329	230,000		0	
					5,199,000	
Affordable Housing -	66% Affordable Rent		34% Intermediate			
AH Tenure split						
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000	57%	135,000 59%			
3 Bed houses	145,000	45%	165,000 52%			
4 Bed houses	185,000	44%	195,000 46%			
5 Bed houses	210,000	38%	225,000 41%			
1 Bed Apartment	100,000	48%	110,000 52%			
2 Bed Apartment	115,000	50%	125,000 54%			

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Scheme 30

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	1	@	230,000	207,000
3 Bed houses	4	@	320,000	1,152,000
4 Bed houses	3	@	420,000	1,134,000
5 Bed houses	2	@	550,000	990,000
1 Bed Apartment	0	@	210,000	-
2 Bed Apartment	0	@	230,000	-
	9			3,483,000
Affordable Rented GDV -				
2 Bed houses	2	@	130,000	308,880
3 Bed houses	1	@	145,000	114,840
4 Bed houses	1	@	185,000	146,520
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	4			570,240
Intermediate GDV -				
2 Bed houses	1	@	135,000	165,240
3 Bed houses	0	@	165,000	67,320
4 Bed houses	0	@	195,000	79,560
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	2			312,120
	15 total			
Grant	6.0	AH units @	0	-
GDV				4,365,360

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

55,576 £ per unit

564 £ psm

833,640 £

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Scheme 30

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees and reports				(25,000)
Statutory Planning Fees				(5,775)
CIL	945 sqm (exc. AH)	100 £ psm	2.16%	(94,500)
Site Specific S106/278	15 units @	1,500 per unit		(22,500)
AH Commuted Sum	1,479 sqm	0 £ psm	0.00%	-
Construction Costs -				
Demolition and Site Clearance	1.06 acres @	50,000 per acre		(52,950)
2 Bed houses	360.0 sqm @	1,084.00 psm		(390,240)
3 Bed houses	456.0 sqm @	1,084.00 psm		(494,304)
4 Bed houses	429.0 sqm @	1,084.00 psm		(465,036)
5 Bed houses	234.0 sqm @	1,084.00 psm		(253,656)
1 Bed Apartment	- sqm @	1,084.00 psm		-
2 Bed Apartment	1,479.0 - sqm @	1,084.00 psm		-
External works	1,603,236 @	15%		(240,485)
	16,032 £per unit			
Contingency	1,843,721 @	5%		(92,186)
Professional Fees	1,843,721 @	9%		(165,935)
Disposal Costs -				
Sale Agents Costs	3,483,000 GDV @	1.00%		(34,830)
Sale Legal Costs	4,365,360 GDV @	0.50%		(21,827)
Marketing and Promotion	3,483,000 GDV @	3.00%		(104,490)
Finance Costs -				
Finance Fees	2,463,714 @	1.00%		(24,637)
Interest on Development Costs	7.00% APR	0.565% pcm		(16,885)
Developers Profit				
On private for sale	3,483,000	20.00%		(696,600)
On affordable housing pre-sale (blended)	882,360	6.00%		(52,942)
		17.17%		
TOTAL COSTS				(3,254,778)
RESIDUAL LAND VALUE				
Residual Land Value (gross)				1,110,582
SDLT	1,110,582 @			(55,529)
Acquisition Agent fees	1,110,582 @	1%		(11,106)
Acquisition Legal fees	1,110,582 @	0.5%		(5,553)
Interest on Land	1,110,582 @	7.0%		(77,741)
Residual Land Value (net)	64,044 per plot			960,654
TRESHOLD LAND VALUE				
Residential Density	35 dph			
Site Area	0.43 ha	1.06 acres		
	3,451 sqm/ha	15,033 sqft/ac		
Threshold Land Value	1,482,600 £ per ha	600,000 £ per acre		
	42,360 £ per plot			635,400
BALANCE				
Surplus/(Deficit)				325,254

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Scheme 30

SENSITIVITY ANALYSIS								
		AH - % on site						
Balance	325,254	0%	10%	20%	30%	40%	50%	60%
	0	1,094,048	980,230	752,593	638,774	411,137	297,319	77,833
	20	1,065,420	953,510	729,690	617,780	393,961	282,051	66,250
	40	1,036,792	926,791	706,788	596,787	376,784	266,782	54,666
	60	1,008,165	900,072	683,886	575,793	359,607	251,514	43,083
	80	979,537	873,352	660,984	554,799	342,430	236,246	31,499
CIL £psm	100	950,909	846,633	638,081	533,805	325,254	230,878	19,916
	120	922,281	819,914	615,179	512,812	308,077	215,434	8,332
	140	893,653	793,194	592,277	491,818	290,900	199,989	(3,252)
	160	865,025	766,475	569,374	470,824	273,724	184,544	(14,835)
	180	836,397	739,756	546,472	449,830	256,547	169,099	(26,419)
	200	807,770	713,036	523,570	428,837	239,370	153,655	(38,002)
	220	779,142	686,317	500,668	407,843	232,108	138,210	(49,586)
	240	750,514	659,598	477,765	386,849	214,733	122,765	(61,169)

		AH commuted sum - £ psm						
Balance	325,254	0	50	100	150	200	250	300
	0							
	20							
	40							
	60							
	80							
CIL £psm	100							
	120							
	140							
	160							
	180							
	200							
	220							
	240							

		AH - % on site						
Balance	325,254	0%	10%	20%	30%	40%	50%	60%
	100.0%	950,909	846,633	638,081	533,805	325,254	230,878	19,916
	102.5%	901,357	797,584	590,039	486,267	278,722	184,318	(25,626)
	105.0%	851,805	748,536	541,998	438,729	232,190	137,757	(71,168)
	107.5%	802,253	699,487	493,956	391,190	195,151	91,197	(116,710)
	110.0%	752,701	650,439	445,914	343,652	148,081	44,637	(162,252)
Build Costs	112.5%	703,149	601,390	397,872	296,113	101,012	(1,924)	(202,907)
	115.0%	653,597	552,342	349,830	248,575	53,942	(48,484)	(248,970)
	117.5%	604,045	503,293	301,789	210,706	6,872	(95,044)	(295,032)
	120.0%	554,493	454,244	253,747	162,618	(40,197)	(141,605)	(341,095)
	122.5%	504,941	405,196	215,429	114,530	(87,267)	(188,165)	(387,157)
	125.0%	455,389	356,147	166,832	66,442	(134,336)	(230,146)	(428,651)
	127.5%	405,837	307,099	118,234	18,354	(181,406)	(277,239)	(475,754)
	130.0%	356,285	258,050	69,637	(29,734)	(223,825)	(324,331)	(521,614)

		Build Costs						
Balance	325,254	100%	105%	110%	115%	120%	125%	130%
	0	411,137	318,074	234,958	140,818	46,679	(47,460)	(141,599)
	20	393,961	300,897	217,582	123,443	29,304	(64,835)	(158,974)
	40	376,784	283,721	200,207	106,068	11,929	(82,210)	(176,350)
	60	359,607	266,544	182,832	88,693	(5,447)	(99,586)	(193,725)
	80	342,430	249,367	165,457	71,317	(22,822)	(116,961)	(206,251)
CIL £psm	100	325,254	232,190	148,081	53,942	(40,197)	(134,336)	(223,825)
	120	308,077	224,845	130,706	36,567	(57,572)	(151,712)	(241,399)
	140	290,900	207,470	113,331	19,192	(74,948)	(169,087)	(258,973)
	160	273,724	190,095	95,955	1,816	(92,323)	(186,462)	(276,546)
	180	256,547	172,719	78,580	(15,559)	(109,698)	(198,905)	(294,120)
	200	239,370	155,344	61,205	(32,934)	(127,073)	(216,479)	(311,694)
	220	232,108	137,969	43,830	(50,310)	(144,449)	(234,053)	(329,268)
	240	214,733	120,593	26,454	(67,685)	(161,824)	(251,627)	(346,842)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 31

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						15
AH Policy requirement %		65%	AH Target	35%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	10.0%	1.0	60%	3.0	27%	4
3 Bed houses	40%	4.0	20%	1.0	33%	5
4 Bed houses	30%	3.0	20%	1.0	27%	4
5 Bed houses	20.0%	2.0	0%	0.0	13%	2
1 Bed Apartment	0%	0.0	0%	0.0	0%	0
2 Bed Apartment	0%	0.0	0%	0	0%	0
Total number of units	100%	10.0	100%	5	100%	15
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	80.0	861	240.0	2,583	320.0	3,444
3 Bed houses	380.0	4,090	95.0	1,023	475.0	5,113
4 Bed houses	330.0	3,552	110.0	1,184	440.0	4,736
5 Bed houses	260.0	2,799	0.0	0	260.0	2,799
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	1,050.0	11,302	445.0	4,790	1,495.0	16,092
Open Market values (£) -	£ psm	£ psf		£		total MV £ (no AH)
2 Bed houses	2,687.5	250		215,000		860,000
3 Bed houses	2,947.4	274		280,000		1,400,000
4 Bed houses	3,545.5	329		390,000		1,560,000
5 Bed houses	3,846.2	357		500,000		1,000,000
1 Bed Apartment	3,000.0	279		150,000		0
2 Bed Apartment	3,230.8	300		210,000		0
						4,820,000
Affordable Housing -						
AH Tenure split	66% Affordable Rent			34% Intermediate		
RSL Transfer Values (£) -	(% of MV)			(% of MV)		
2 Bed houses	130,000 60%			135,000 63%		
3 Bed houses	145,000 52%			165,000 59%		
4 Bed houses	185,000 47%			195,000 50%		
5 Bed houses	210,000 42%			225,000 45%		
1 Bed Apartment	100,000 67%			110,000 73%		
2 Bed Apartment	115,000 55%			125,000 60%		

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Scheme 31

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	1	@	215,000	215,000
3 Bed houses	4	@	280,000	1,120,000
4 Bed houses	3	@	390,000	1,170,000
5 Bed houses	2	@	500,000	1,000,000
1 Bed Apartment	0	@	150,000	-
2 Bed Apartment	0	@	210,000	-
	10			3,505,000
Affordable Rented GDV -				
2 Bed houses	2	@	130,000	257,400
3 Bed houses	1	@	145,000	95,700
4 Bed houses	1	@	185,000	122,100
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	3			475,200
Intermediate GDV -				
2 Bed houses	1	@	135,000	137,700
3 Bed houses	0	@	165,000	56,100
4 Bed houses	0	@	195,000	66,300
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	2			260,100
	15 total			
Grant	5.0	AH units @	0	-
GDV				4,240,300

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

38,647 £ per unit

388 £ psm

579,700 £

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 31

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					(25,000)
Statutory Planning Fees					(5,775)
CIL	1,050 sqm (exc. AH)	100 £ psm	2.48%		(105,000)
Site Specific S106/278	15 units @	1,500 per unit			(22,500)
AH Commuted Sum	1,495 sqm	0 £ psm	0.00%		-
Construction Costs -					
Demolition and Site Clearance	1.06 acres @	50,000 per acre			(52,950)
2 Bed houses	320.0 sqm @	1,084.00 psm			(346,880)
3 Bed houses	475.0 sqm @	1,084.00 psm			(514,900)
4 Bed houses	440.0 sqm @	1,084.00 psm			(476,960)
5 Bed houses	260.0 sqm @	1,084.00 psm			(281,840)
1 Bed Apartment	- sqm @	1,084.00 psm			-
2 Bed Apartment	1,495.0 - sqm @	1,084.00 psm			-
External works	1,620,580 @	15%			(243,087)
	16,206 £per unit				
Contingency	1,863,667 @	5%			(93,183)
Professional Fees	1,863,667 @	9%			(167,730)
Disposal Costs -					
Sale Agents Costs	3,505,000 GDV @	1.00%			(35,050)
Sale Legal Costs	4,240,300 GDV @	0.50%			(21,202)
Marketing and Promotion	3,505,000 GDV @	3.00%			(105,150)
Finance Costs -					
Finance Fees	2,497,207 @	1.00%			(24,972)
Interest on Development Costs	7.00% APR	0.565% pcm			(18,632)
Developers Profit					
On private for sale	3,505,000	20.00%			(701,000)
On affordable housing pre-sale (blended)	735,300	6.00%			(44,118)
		17.57%			
TOTAL COSTS					(3,285,929)
RESIDUAL LAND VALUE					
Residual Land Value (gross)					954,371
SDLT	954,371 @				(38,175)
Acquisition Agent fees	954,371 @	1%			(9,544)
Acquisition Legal fees	954,371 @	0.5%			(4,772)
Interest on Land	954,371 @	7.0%			(66,806)
Residual Land Value (net)	55,672 per plot				835,075
TRESHOLD LAND VALUE					
Residential Density	35 dph				
Site Area	0.43 ha	1.06 acres			
	3,488 sqm/ha	15,196 sqft/ac			
Threshold Land Value	1,482,600 £ per ha	600,000 £ per acre			
	42,360 £ per plot				635,400
BALANCE					
Surplus/(Deficit)					199,675

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SENSITIVITY ANALYSIS								
		AH - % on site						
Balance	199,675	0%	10%	20%	30%	40%	50%	60%
	0	734,950	645,072	465,314	375,436	205,286	114,369	(67,467)
	20	706,322	618,352	442,412	354,442	187,911	98,924	(79,050)
	40	677,695	591,633	419,510	333,448	170,536	83,479	(90,634)
	60	649,067	564,914	396,608	312,455	153,161	68,035	(102,217)
	80	620,439	538,194	373,705	291,461	135,785	52,590	(113,801)
CIL Epsm	100	591,811	511,475	350,803	270,467	118,410	37,145	(125,384)
	120	563,183	484,756	327,901	249,473	101,035	21,701	(136,968)
	140	534,555	458,036	304,999	238,467	83,660	6,256	(148,551)
	160	505,928	431,317	282,096	217,230	66,284	(9,189)	(160,135)
	180	477,300	404,598	259,194	195,994	48,909	(24,633)	(171,718)
	200	448,672	377,879	236,292	174,757	31,534	(40,078)	(183,302)
	220	420,044	351,159	223,202	153,521	14,158	(55,523)	(194,885)
	240	391,416	324,440	200,035	132,284	(3,217)	(70,967)	(201,567)

		AH commuted sum - £ psm						
Balance	199,675	0	50	100	150	200	250	300
	0							
	20							
	40							
	60							
	80							
CIL Epsm	100							
	120							
	140							
	160							
	180							
	200							
	220							
	240							

		AH - % on site						
Balance	199,675	0%	10%	20%	30%	40%	50%	60%
	100.0%	591,811	511,475	350,803	270,467	118,410	37,145	(125,384)
	102.5%	542,259	462,427	302,761	232,852	71,341	(9,415)	(170,926)
	105.0%	492,707	413,378	254,720	184,764	24,271	(55,975)	(211,680)
	107.5%	443,155	364,329	216,413	136,676	(22,799)	(102,536)	(257,743)
	110.0%	393,603	315,281	167,816	88,588	(69,868)	(149,096)	(303,805)
Build Costs	112.5%	344,051	266,232	119,218	40,500	(116,938)	(195,657)	(349,868)
	115.0%	294,499	227,040	70,621	(7,588)	(164,007)	(237,723)	(395,930)
	117.5%	244,947	177,425	22,024	(55,676)	(206,228)	(284,816)	(437,622)
	120.0%	205,000	127,809	(26,573)	(103,764)	(253,835)	(331,908)	(484,725)
	122.5%	154,875	78,193	(75,170)	(151,852)	(301,443)	(379,001)	(530,684)
	125.0%	104,750	28,578	(123,768)	(194,964)	(349,050)	(421,363)	(578,308)
	127.5%	54,626	(21,038)	(172,365)	(243,601)	(396,658)	(469,520)	(625,932)
	130.0%	4,501	(70,653)	(216,226)	(292,239)	(439,946)	(517,677)	(677,100)

		Build Costs						
Balance	199,675	100%	105%	110%	115%	120%	125%	130%
	0	285,557	201,047	105,889	10,731	(84,426)	(179,584)	(270,619)
	20	266,472	181,741	86,583	(8,574)	(103,732)	(193,901)	(290,146)
	40	247,387	162,435	67,277	(27,880)	(123,038)	(213,427)	(309,672)
	60	238,287	143,129	47,971	(47,186)	(142,344)	(232,954)	(329,199)
	80	218,981	123,823	28,666	(66,492)	(161,650)	(252,480)	(348,725)
CIL Epsm	100	199,675	104,517	9,360	(85,798)	(180,955)	(272,007)	(368,252)
	120	180,369	85,211	(9,946)	(105,104)	(195,288)	(291,533)	(387,779)
	140	161,063	65,906	(29,252)	(124,410)	(214,815)	(311,060)	(407,305)
	160	141,757	46,600	(48,558)	(143,715)	(234,341)	(330,586)	(422,118)
	180	122,451	27,294	(67,864)	(163,021)	(253,868)	(350,113)	(442,086)
	200	103,146	7,988	(87,170)	(182,327)	(273,394)	(369,639)	(462,054)
	220	83,840	(11,318)	(106,476)	(196,676)	(292,921)	(389,166)	(482,021)
	240	64,534	(30,624)	(125,781)	(216,202)	(312,447)	(408,692)	(501,989)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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Scheme 32

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						15
AH Policy requirement %		50%	AH Target	50%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	0.0%	0	0%	0	0%	0
3 Bed houses	0%	0	0%	0	0%	0
4 Bed houses	0%	0	0%	0	0%	0
5 Bed houses	0.0%	0	0%	0	0%	0
1 Bed Apartment	33.3%	2.7	50.0%	3.5	41%	6
2 Bed Apartment	66.7%	5.3	50.0%	3.5	59%	9
Total number of units	100%	8.0	100%	7.0	100%	15
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	0.0	0	0.0	0	0.0	0
3 Bed houses	0.0	0	0.0	0	0.0	0
4 Bed houses	0.0	0	0.0	0	0.0	0
5 Bed houses	0.0	0	0.0	0	0.0	0
1 Bed Apartment	162.6	1,750	213.4	2,297	376.0	4,047
2 Bed Apartment	422.7	4,550	277.4	2,986	700.2	7,536
	585.3	6,300	490.9	5,284	1,076.2	11,584
Open Market values (£) -	£ psm	£ psf	£		total MV (£ no AH)	
2 Bed houses	3,750.0	348	300,000		0	
3 Bed houses	4,105.3	381	390,000		0	
4 Bed houses	4,636.4	431	510,000		0	
5 Bed houses	5,076.9	472	660,000		0	
1 Bed Apartment	4,800.0	446	240,000		1,479,936	
2 Bed Apartment	4,615.4	429	300,000		2,649,840	
					4,129,776	
Affordable Housing -						
AH Tenure split	66% Affordable Rent		34% Intermediate			
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000 43%		135,000 45%			
3 Bed houses	145,000 37%		165,000 42%			
4 Bed houses	185,000 36%		195,000 38%			
5 Bed houses	210,000 32%		225,000 34%			
1 Bed Apartment	100,000 42%		110,000 46%			
2 Bed Apartment	115,000 38%		125,000 42%			

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Scheme 32

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	0	@	300,000	-
3 Bed houses	0	@	390,000	-
4 Bed houses	0	@	510,000	-
5 Bed houses	0	@	660,000	-
1 Bed Apartment	3	@	240,000	639,936
2 Bed Apartment	5	@	300,000	1,599,840
	8			2,239,776
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	2	@	100,000	231,000
2 Bed Apartment	2	@	115,000	265,650
	5			496,650
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	1	@	110,000	130,900
2 Bed Apartment	1	@	125,000	148,750
	2			279,650
	15 total			
Grant	7.0	AH units @	0	-
GDV				3,016,076

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

74,247 £ per unit

1,035 £ psm

1,113,700 £

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Scheme 32

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					(25,000)
Statutory Planning Fees					(5,775)
CIL	585 sqm (exc. AH)	100 £ psm	1.94%		(58,531)
Site Specific S106/278	15 units @	1,500 per unit			(22,500)
AH Commuted Sum	1,076 sqm	0 £ psm	0.00%		-
Construction Costs -					
Demolition and Site Clearance	0.37 acres @	50,000 per acre			(18,533)
2 Bed houses	- sqm @	1,271.00 psm			-
3 Bed houses	- sqm @	1,271.00 psm			-
4 Bed houses	- sqm @	1,271.00 psm			-
5 Bed houses	- sqm @	1,271.00 psm			-
1 Bed Apartment	376.0 sqm @	1,271.00 psm			(477,896)
2 Bed Apartment	1,076.2 700.2 sqm @	1,271.00 psm			(889,905)
External works	1,367,801 @	15%			(205,170)
	13,679 £per unit				
Contingency	1,572,971 @	5%			(78,649)
Professional Fees	1,572,971 @	9%			(141,567)
Disposal Costs -					
Sale Agents Costs	2,239,776 GDV @	1.00%			(22,398)
Sale Legal Costs	3,016,076 GDV @	0.50%			(15,080)
Marketing and Promotion	2,239,776 GDV @	3.00%			(67,193)
Finance Costs -					
Finance Fees	2,028,196 @	1.00%			(20,282)
Interest on Development Costs	7.00% APR	0.565% pcm			(67,694)
Developers Profit					
On private for sale	2,239,776	20.00%			(447,955)
On affordable housing pre-sale (blended)	776,300	6.00%			(46,578)
		16.40%			
TOTAL COSTS					(2,610,705)
RESIDUAL LAND VALUE					
Residual Land Value (gross)					405,371
SDLT	405,371 @				(12,161)
Acquisition Agent fees	405,371 @	1%			(4,054)
Acquisition Legal fees	405,371 @	0.5%			(2,027)
Interest on Land	405,371 @	7.0%			(28,376)
Residual Land Value (net)	23,917 per plot				358,753
TRESHOLD LAND VALUE					
Residential Density	100 dph				
Site Area	0.15 ha	0.37 acres			
	7,174 sqm/ha	31,252 sqft/ac			
Threshold Land Value	1,482,600 £ per ha	600,000 £ per acre			
	14,826 £ per plot				222,390
BALANCE					
Surplus/(Deficit)					136,363

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Scheme 32

SENSITIVITY ANALYSIS								
		AH - % on site						
Balance	136,363	0%	10%	20%	30%	40%	50%	60%
	0	654,735	569,038	406,195	319,506	146,129	64,030	(111,328)
	20	633,867	549,561	389,307	304,026	133,464	52,643	(119,868)
	40	612,999	530,084	372,420	288,546	120,798	41,256	(123,578)
	60	592,131	520,465	355,532	273,066	108,133	29,869	(132,312)
	80	571,263	500,763	338,645	257,585	95,467	18,482	(141,045)
CIL £psm	100	550,395	481,061	321,757	242,105	87,658	7,096	(149,778)
	120	529,527	461,359	304,870	226,625	74,847	(4,291)	(158,511)
	140	518,495	441,657	287,982	211,145	62,037	(15,678)	(167,244)
	160	497,385	421,955	271,095	195,665	49,227	(27,065)	(175,978)
	180	476,276	402,253	254,207	180,185	36,416	(38,452)	(184,711)
	200	455,167	382,551	237,320	164,704	23,606	(49,839)	(193,444)
	220	434,057	362,849	220,433	149,224	10,796	(61,226)	(202,177)
	240	412,948	343,147	203,545	133,744	(2,015)	(72,613)	(210,911)

		AH commuted sum - £ psm						
Balance	136,363	0	50	100	150	200	250	300
	0	64,030	11,689	(40,652)	(92,992)	(140,886)	(194,410)	(246,892)
	20	52,643	302	(52,038)	(104,379)	(152,530)	(206,054)	(258,665)
	40	41,256	(11,085)	(63,425)	(115,766)	(164,174)	(217,698)	(270,438)
	60	29,869	(22,471)	(74,812)	(122,295)	(175,819)	(228,096)	(282,211)
	80	18,482	(33,858)	(86,199)	(133,939)	(187,463)	(239,869)	(293,984)
CIL £psm	100	7,096	(45,245)	(97,586)	(145,584)	(199,107)	(251,642)	(305,757)
	120	(4,291)	(56,632)	(108,973)	(157,228)	(210,752)	(263,415)	(317,530)
	140	(15,678)	(68,019)	(120,360)	(168,872)	(222,396)	(275,188)	(329,303)
	160	(27,065)	(79,406)	(126,993)	(180,516)	(232,846)	(286,961)	(341,076)
	180	(38,452)	(90,793)	(138,637)	(192,161)	(244,619)	(298,734)	(353,844)
	200	(49,839)	(102,180)	(150,281)	(203,805)	(256,392)	(310,507)	(366,711)
	220	(61,226)	(113,567)	(161,926)	(215,449)	(268,165)	(322,280)	(379,578)
	240	(72,613)	(120,046)	(173,570)	(227,094)	(279,938)	(334,053)	(392,444)

		AH - % on site						
Balance	136,363	0%	10%	20%	30%	40%	50%	60%
	100.0%	550,395	481,061	321,757	242,105	87,658	7,096	(149,778)
	102.5%	518,067	438,533	279,466	199,932	45,241	(35,201)	(192,786)
	105.0%	475,421	396,005	237,174	157,758	2,825	(77,498)	(234,620)
	107.5%	432,774	353,477	194,882	115,585	(39,592)	(119,795)	(278,103)
	110.0%	390,128	310,949	152,590	78,160	(82,008)	(158,023)	(321,587)
Build Costs	112.5%	347,481	268,420	110,298	35,504	(119,505)	(201,276)	(367,201)
	115.0%	304,835	225,892	72,694	(7,151)	(162,880)	(243,451)	(414,724)
	117.5%	262,189	183,364	29,919	(49,807)	(206,255)	(287,181)	(462,247)
	120.0%	219,542	140,836	(12,856)	(92,462)	(248,608)	(330,912)	(509,770)
	122.5%	176,896	98,308	(55,631)	(130,439)	(292,462)	(377,662)	(557,293)
	125.0%	134,250	60,327	(98,407)	(174,059)	(336,316)	(425,456)	(604,816)
	127.5%	96,560	17,313	(136,640)	(217,678)	(383,704)	(473,249)	(652,339)
	130.0%	53,427	(25,701)	(180,382)	(260,405)	(431,632)	(521,042)	(699,862)

		Build Costs						
Balance	136,363	100%	105%	110%	115%	120%	125%	130%
	0	64,030	(20,564)	(105,157)	(186,308)	(272,047)	(361,122)	(456,709)
	20	52,643	(31,950)	(116,544)	(197,952)	(283,820)	(373,989)	(469,575)
	40	41,256	(43,337)	(123,091)	(209,596)	(295,593)	(386,856)	(482,442)
	60	29,869	(54,724)	(134,735)	(221,240)	(307,366)	(399,722)	(495,309)
	80	18,482	(66,111)	(146,379)	(231,678)	(319,139)	(412,589)	(508,175)
CIL £psm	100	7,096	(77,498)	(158,023)	(243,451)	(330,912)	(425,456)	(521,042)
	120	(4,291)	(88,885)	(169,668)	(255,224)	(342,736)	(438,322)	(533,908)
	140	(15,678)	(100,272)	(181,312)	(266,996)	(355,602)	(451,189)	(546,775)
	160	(27,065)	(111,659)	(192,956)	(278,769)	(368,469)	(464,055)	(559,642)
	180	(38,452)	(118,095)	(204,601)	(290,542)	(381,336)	(476,922)	(572,508)
	200	(49,839)	(129,739)	(216,245)	(302,315)	(394,202)	(489,789)	(585,375)
	220	(61,226)	(141,384)	(227,889)	(314,088)	(407,069)	(502,655)	(598,242)
	240	(72,613)	(153,028)	(238,400)	(325,861)	(419,936)	(515,522)	(611,108)

NOTES
 Cells highlighted in yellow are input cells
 Cells highlighted in green are sensitivity input cells
 Figures in brackets, thus (00,000.00), are negative values / costs

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 32a

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						15
AH Policy requirement %		50%	AH Target	50%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	0.0%	0	0%	0	0%	0
3 Bed houses	0%	0	0%	0	0%	0
4 Bed houses	0%	0	0%	0	0%	0
5 Bed houses	0.0%	0	0%	0	0%	0
1 Bed Apartment	33.3%	2.7	50.0%	3.5	41%	6
2 Bed Apartment	66.7%	5.3	50.0%	3.5	59%	9
Total number of units	100%	8.0	100%	7.0	100%	15
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	0.0	0	0.0	0	0.0	0
3 Bed houses	0.0	0	0.0	0	0.0	0
4 Bed houses	0.0	0	0.0	0	0.0	0
5 Bed houses	0.0	0	0.0	0	0.0	0
1 Bed Apartment	162.6	1,750	213.4	2,297	376.0	4,047
2 Bed Apartment	422.7	4,550	277.4	2,986	700.2	7,536
	585.3	6,300	490.9	5,284	1,076.2	11,584
Open Market values (£) -	£ psm	£ psf	£		total MV £ (no AH)	
2 Bed houses	3,750.0	348	300,000		0	
3 Bed houses	4,105.3	381	390,000		0	
4 Bed houses	4,636.4	431	510,000		0	
5 Bed houses	5,076.9	472	660,000		0	
1 Bed Apartment	4,800.0	446	240,000		1,479,936	
2 Bed Apartment	4,615.4	429	300,000		2,649,840	
					4,129,776	
Affordable Housing -						
AH Tenure split	66% Affordable Rent		34% Intermediate			
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000 43%		135,000 45%			
3 Bed houses	145,000 37%		165,000 42%			
4 Bed houses	185,000 36%		195,000 38%			
5 Bed houses	210,000 32%		225,000 34%			
1 Bed Apartment	100,000 42%		110,000 46%			
2 Bed Apartment	115,000 38%		125,000 42%			

150209 West Oxon LPlan CIL Residential Viability Models v8.1a
Scheme 32a

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	0	@	300,000	-
3 Bed houses	0	@	390,000	-
4 Bed houses	0	@	510,000	-
5 Bed houses	0	@	660,000	-
1 Bed Apartment	3	@	240,000	639,936
2 Bed Apartment	5	@	300,000	1,599,840
	8			2,239,776
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	2	@	100,000	231,000
2 Bed Apartment	2	@	115,000	265,650
	5			496,650
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	1	@	110,000	130,900
2 Bed Apartment	1	@	125,000	148,750
	2			279,650
	15 total			
Grant	7.0	AH units @	0	-
GDV				3,016,076

AH on-site cost (£MV - £GDV)
 AH on-site cost analysis

74,247 £ per unit

1,035 £ psm

1,113,700 £

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Scheme 32a

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					(25,000)
Statutory Planning Fees					(5,775)
CIL	585 sqm (exc. AH)	100 £ psm	1.94%		(58,531)
Site Specific S106/278	15 units @	1,500 per unit			(22,500)
AH Commuted Sum	1,076 sqm	0 £ psm	0.00%		-
Construction Costs -					
Demolition and Site Clearance	0.46 acres @	0 per acre			-
2 Bed houses	- sqm @	1,271.00 psm			-
3 Bed houses	- sqm @	1,271.00 psm			-
4 Bed houses	- sqm @	1,271.00 psm			-
5 Bed houses	- sqm @	1,271.00 psm			-
1 Bed Apartment	376.0 sqm @	1,271.00 psm			(477,896)
2 Bed Apartment	1,076.2 700.2 sqm @	1,271.00 psm			(889,905)
External works	1,367,801 @	15%			(205,170)
	13,679 £per unit				
Contingency	1,572,971 @	5%			(78,649)
Professional Fees	1,572,971 @	9%			(141,567)
Disposal Costs -					
Sale Agents Costs	2,239,776 GDV @	1.00%			(22,398)
Sale Legal Costs	3,016,076 GDV @	0.50%			(15,080)
Marketing and Promotion	2,239,776 GDV @	3.00%			(67,193)
Finance Costs -					
Finance Fees	2,009,664 @	1.00%			(20,097)
Interest on Development Costs	7.00% APR	0.565% pcm			(66,436)
Developers Profit					
On private for sale	2,239,776	20.00%			(447,955)
On affordable housing pre-sale (blended)	776,300	6.00%			(46,578)
		16.40%			
TOTAL COSTS					(2,590,729)
RESIDUAL LAND VALUE					
Residual Land Value (gross)					425,347
SDLT	425,347 @				(12,760)
Acquisition Agent fees	425,347 @	1%			(4,253)
Acquisition Legal fees	425,347 @	0.5%			(2,127)
Interest on Land	425,347 @	7.0%			(29,774)
Residual Land Value (net)	25,095 per plot				376,432
TRESHOLD LAND VALUE					
Residential Density	80 dph				
Site Area	0.19 ha	0.46 acres			
	5,740 sqm/ha	25,002 sqft/ac			
Threshold Land Value	555,975 £ per ha	225,000 £ per acre			
	6,950 £ per plot				104,245
BALANCE					
Surplus/(Deficit)					272,186

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Scheme 32a

SENSITIVITY ANALYSIS								
		AH - % on site						
Balance	272,186	0%	10%	20%	30%	40%	50%	60%
	0	895,155	809,457	646,922	560,233	386,856	305,065	129,706
	20	874,287	789,980	630,034	544,753	374,191	293,678	121,166
	40	853,419	770,503	613,147	529,273	361,525	282,291	112,626
	60	832,551	751,027	596,259	513,793	348,859	270,904	104,086
	80	811,683	741,490	579,372	498,312	336,194	259,517	95,545
CIL Epsm	100	790,815	721,788	562,484	482,832	323,528	248,130	91,871
	120	769,946	702,086	545,597	467,352	310,863	236,743	83,138
	140	749,078	682,384	528,709	451,872	303,071	225,356	74,404
	160	738,112	662,682	511,822	436,392	290,261	213,969	65,671
	180	717,003	642,980	494,934	420,912	277,451	202,582	56,938
	200	695,894	623,278	478,047	405,431	264,640	191,195	48,205
	220	674,784	603,576	461,159	389,951	251,830	179,808	39,472
	240	653,675	583,874	444,272	374,471	239,020	168,421	30,738

		AH commuted sum - £ psm						
Balance	272,186	0	50	100	150	200	250	300
	0	305,065	252,724	200,383	148,042	95,701	47,239	(6,285)
	20	293,678	241,337	188,996	136,655	89,119	35,595	(16,709)
	40	282,291	229,950	177,609	125,268	77,474	23,951	(28,482)
	60	270,904	218,563	166,222	113,881	65,830	12,306	(40,255)
	80	259,517	207,176	154,835	102,494	54,186	662	(52,028)
CIL Epsm	100	248,130	195,789	143,448	96,065	42,542	(10,982)	(63,801)
	120	236,743	184,402	132,061	84,421	30,897	(21,459)	(75,574)
	140	225,356	173,015	120,674	72,777	19,253	(33,232)	(87,347)
	160	213,969	161,628	109,287	61,132	7,609	(45,005)	(99,120)
	180	202,582	150,241	97,900	49,488	(4,036)	(56,778)	(110,893)
	200	191,195	138,854	91,368	37,844	(14,436)	(68,551)	(122,666)
	220	179,808	127,467	79,723	26,199	(26,209)	(80,324)	(135,009)
	240	168,421	116,080	68,079	14,555	(37,982)	(92,097)	(147,876)

		AH - % on site						
Balance	272,186	0%	10%	20%	30%	40%	50%	60%
	100.0%	790,815	721,788	562,484	482,832	323,528	248,130	91,871
	102.5%	748,656	679,260	520,192	440,659	286,276	205,833	48,863
	105.0%	716,147	636,732	477,901	398,485	243,859	163,536	5,854
	107.5%	673,501	594,204	435,609	356,311	201,443	121,239	(36,147)
	110.0%	630,855	551,676	393,317	314,138	159,026	83,625	(79,631)
Build Costs	112.5%	588,208	509,147	351,025	276,539	116,610	40,373	(123,114)
	115.0%	545,562	466,619	313,728	233,883	78,769	(2,880)	(170,155)
	117.5%	502,916	424,091	270,953	191,228	35,394	(45,225)	(217,678)
	120.0%	460,269	381,563	228,178	148,572	(7,981)	(88,956)	(265,201)
	122.5%	417,623	339,035	185,403	105,916	(50,506)	(133,094)	(312,724)
	125.0%	374,977	301,361	142,628	67,590	(94,360)	(180,887)	(360,247)
	127.5%	332,330	258,347	99,853	23,970	(139,135)	(228,680)	(407,770)
	130.0%	294,461	215,333	61,267	(18,449)	(187,063)	(276,473)	(455,293)

		Build Costs						
Balance	272,186	100%	105%	110%	115%	120%	125%	130%
	0	305,065	220,471	135,877	55,341	(30,091)	(117,552)	(212,140)
	20	293,678	209,084	124,490	43,697	(41,864)	(129,421)	(225,007)
	40	282,291	197,697	113,103	32,053	(53,637)	(142,287)	(237,874)
	60	270,904	186,310	101,716	20,408	(65,410)	(155,154)	(250,740)
	80	259,517	174,923	95,270	8,764	(77,183)	(168,020)	(263,607)
CIL Epsm	100	248,130	163,536	83,625	(2,880)	(88,956)	(180,887)	(276,473)
	120	236,743	152,149	71,981	(14,525)	(100,729)	(193,754)	(289,340)
	140	225,356	140,762	60,337	(25,040)	(112,502)	(206,620)	(302,207)
	160	213,969	129,375	48,692	(36,813)	(124,275)	(219,487)	(315,073)
	180	202,582	117,988	37,048	(48,586)	(136,767)	(232,354)	(327,940)
	200	191,195	106,601	25,404	(60,359)	(149,634)	(245,220)	(340,807)
	220	179,808	95,214	13,760	(72,132)	(162,501)	(258,087)	(353,673)
	240	168,421	88,621	2,115	(83,905)	(175,367)	(270,954)	(366,540)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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Scheme 33

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						15
AH Policy requirement %		60%	AH Target	40%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	0.0%	0	0%	0	0%	0
3 Bed houses	0%	0	0%	0	0%	0
4 Bed houses	0%	0	0%	0	0%	0
5 Bed houses	0.0%	0	0%	0	0%	0
1 Bed Apartment	33.3%	3.0	50.0%	3.0	40%	6
2 Bed Apartment	66.7%	6.0	50.0%	3.0	60%	9
Total number of units	100%	9.0	100%	6.0	100%	15
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	0.0	0	0.0	0	0.0	0
3 Bed houses	0.0	0	0.0	0	0.0	0
4 Bed houses	0.0	0	0.0	0	0.0	0
5 Bed houses	0.0	0	0.0	0	0.0	0
1 Bed Apartment	182.9	1,969	182.9	1,969	365.8	3,938
2 Bed Apartment	475.6	5,119	237.8	2,560	713.4	7,679
	658.5	7,088	420.7	4,529	1,079.2	11,616
Open Market values (£) -	£ psm	£ psf		£		total MV £ (no AH)
2 Bed houses	2,875.0	267		230,000		0
3 Bed houses	3,368.4	313		320,000		0
4 Bed houses	3,818.2	355		420,000		0
5 Bed houses	4,230.8	393		550,000		0
1 Bed Apartment	4,200.0	390		210,000		1,259,937
2 Bed Apartment	4,000.0	372		260,000		2,339,844
						3,599,781
Affordable Housing -						
AH Tenure split	66% Affordable Rent			34% Intermediate		
RSL Transfer Values (£) -	(% of MV)			(% of MV)		
2 Bed houses	130,000 57%			135,000 59%		
3 Bed houses	145,000 45%			165,000 52%		
4 Bed houses	185,000 44%			195,000 46%		
5 Bed houses	210,000 38%			225,000 41%		
1 Bed Apartment	100,000 48%			110,000 52%		
2 Bed Apartment	115,000 44%			125,000 48%		

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Scheme 33

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	0	@	230,000	-
3 Bed houses	0	@	320,000	-
4 Bed houses	0	@	420,000	-
5 Bed houses	0	@	550,000	-
1 Bed Apartment	3	@	210,000	629,937
2 Bed Apartment	6	@	260,000	1,559,844
	9			2,189,781
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	2	@	100,000	198,000
2 Bed Apartment	2	@	115,000	227,700
	4			425,700
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	1	@	110,000	112,200
2 Bed Apartment	1	@	125,000	127,500
	2			239,700
	15 total			
Grant	6.0	AH units @	0	-
GDV				2,855,181

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

49,640 £ per unit

690 £ psm

744,600 £

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Scheme 33

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					(25,000)
Statutory Planning Fees					(5,775)
CIL	658 sqm (exc. AH)	100 £ psm	2.31%		(65,847)
Site Specific S106/278	15 units @	1,500 per unit			(22,500)
AH Commuted Sum	1,079 sqm	0 £ psm	0.00%		-
Construction Costs -					
Demolition and Site Clearance	0.37 acres @	50,000 per acre			(18,533)
2 Bed houses	- sqm @	1,271.00 psm			-
3 Bed houses	- sqm @	1,271.00 psm			-
4 Bed houses	- sqm @	1,271.00 psm			-
5 Bed houses	- sqm @	1,271.00 psm			-
1 Bed Apartment	365.8 sqm @	1,271.00 psm			(464,977)
2 Bed Apartment	1,079.2 713.4 sqm @	1,271.00 psm			(906,690)
External works	1,371,666 @	15%			(205,750)
	13,717 £per unit				
Contingency	1,577,416 @	5%			(78,871)
Professional Fees	1,577,416 @	9%			(141,967)
Disposal Costs -					
Sale Agents Costs	2,189,781 GDV @	1.00%			(21,898)
Sale Legal Costs	2,855,181 GDV @	0.50%			(14,276)
Marketing and Promotion	2,189,781 GDV @	3.00%			(65,693)
Finance Costs -					
Finance Fees	2,037,776 @	1.00%			(20,378)
Interest on Development Costs	7.00% APR	0.565% pcm			(73,516)
Developers Profit					
On private for sale	2,189,781	20.00%			(437,956)
On affordable housing pre-sale (blended)	665,400	6.00%			(39,924)
		16.74%			
TOTAL COSTS					(2,609,551)
RESIDUAL LAND VALUE					
Residual Land Value (gross)					245,630
SDLT	245,630 @				(2,456)
Acquisition Agent fees	245,630 @	1%			(2,456)
Acquisition Legal fees	245,630 @	0.5%			(1,228)
Interest on Land	245,630 @	7.0%			(17,194)
Residual Land Value (net)	14,820 per plot				222,295
TRESHOLD LAND VALUE					
Residential Density	100 dph				
Site Area	0.15 ha	0.37 acres			
	7,195 sqm/ha	31,341 sqft/ac			
Threshold Land Value	1,482,600 £ per ha	600,000 £ per acre			
	14,826 £ per plot				222,390
BALANCE					
Surplus/(Deficit)					(95)

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Scheme 33

SENSITIVITY ANALYSIS								
		AH - % on site						
	(95)	0%	10%	20%	30%	40%	50%	60%
Balance	0	300,552	238,244	113,628	55,817	(70,223)	(128,522)	(256,474)
	20	279,442	218,542	96,741	40,160	(83,033)	(140,167)	(265,304)
	40	258,333	198,840	84,676	24,503	(95,844)	(151,811)	(274,134)
	60	237,224	179,138	67,595	8,846	(108,654)	(163,455)	(282,964)
	80	216,114	159,436	50,515	(6,812)	(116,478)	(175,099)	(291,793)
CIL Epsm	100	195,005	139,734	33,434	(22,469)	(129,577)	(186,744)	(300,623)
	120	173,896	120,032	16,354	(38,126)	(142,677)	(198,388)	(309,453)
	140	152,786	100,329	(726)	(53,783)	(155,777)	(210,032)	(318,282)
	160	131,677	85,459	(17,807)	(69,440)	(168,877)	(221,677)	(327,112)
	180	110,568	65,532	(34,887)	(85,097)	(181,977)	(232,119)	(335,942)
	200	94,391	45,605	(51,968)	(100,754)	(195,077)	(243,892)	(345,016)
	220	73,040	25,677	(69,048)	(116,411)	(208,176)	(255,665)	(354,666)
	240	51,690	5,750	(86,129)	(127,321)	(221,276)	(267,438)	(364,316)

		AH commuted sum - £ psm						
	(95)	0	50	100	150	200	250	300
Balance	0	(70,223)	(117,753)	(171,428)	(225,103)	(278,078)	(332,346)	(390,746)
	20	(83,033)	(130,853)	(184,528)	(237,055)	(291,323)	(345,912)	(405,221)
	40	(95,844)	(143,953)	(197,628)	(250,299)	(304,567)	(360,387)	(419,696)
	60	(108,654)	(157,053)	(210,728)	(263,544)	(317,812)	(374,862)	(434,171)
	80	(116,478)	(170,153)	(223,828)	(276,789)	(331,057)	(389,337)	(448,646)
CIL Epsm	100	(129,577)	(183,252)	(235,765)	(290,033)	(344,502)	(403,812)	(463,121)
	120	(142,677)	(196,352)	(249,010)	(303,278)	(358,977)	(418,287)	(477,596)
	140	(155,777)	(209,452)	(262,254)	(316,522)	(373,452)	(432,762)	(492,071)
	160	(168,877)	(222,552)	(275,499)	(329,767)	(387,927)	(447,237)	(506,546)
	180	(181,977)	(234,475)	(288,743)	(343,093)	(402,402)	(461,712)	(521,021)
	200	(195,077)	(247,720)	(301,988)	(357,568)	(416,877)	(476,186)	(535,496)
	220	(208,176)	(260,964)	(315,233)	(372,043)	(431,352)	(490,661)	(549,971)
	240	(221,276)	(274,209)	(328,477)	(386,517)	(445,827)	(505,136)	(564,446)

		AH - % on site						
	(95)	0%	10%	20%	30%	40%	50%	60%
Balance	100.0%	195,005	139,734	33,434	(22,469)	(129,577)	(186,744)	(300,623)
	102.5%	152,359	97,205	(9,341)	(65,124)	(172,952)	(228,757)	(344,289)
	105.0%	109,712	59,212	(52,116)	(107,780)	(216,327)	(272,488)	(391,812)
	107.5%	71,743	16,198	(94,891)	(146,103)	(258,792)	(316,219)	(439,335)
	110.0%	28,609	(26,816)	(133,045)	(189,723)	(302,646)	(361,604)	(486,858)
Build Costs	112.5%	(14,525)	(69,830)	(176,787)	(232,140)	(346,906)	(409,398)	(534,381)
	115.0%	(57,659)	(112,845)	(220,529)	(276,242)	(394,834)	(457,191)	(581,904)
	117.5%	(100,792)	(151,649)	(263,410)	(320,343)	(442,762)	(504,984)	(629,428)
	120.0%	(139,447)	(195,635)	(307,635)	(366,517)	(490,690)	(552,777)	(676,951)
	122.5%	(183,555)	(238,489)	(352,763)	(414,715)	(538,619)	(600,570)	(724,474)
	125.0%	(227,664)	(282,961)	(401,097)	(462,914)	(586,547)	(648,363)	(771,997)
	127.5%	(270,995)	(327,433)	(449,430)	(511,112)	(634,475)	(696,157)	(819,520)
	130.0%	(315,591)	(374,671)	(497,764)	(559,310)	(682,403)	(743,950)	(867,043)

		Build Costs						
	(95)	100%	105%	110%	115%	120%	125%	130%
Balance	0	(70,223)	(150,828)	(236,423)	(324,132)	(418,315)	(514,172)	(610,028)
	20	(83,033)	(163,928)	(249,668)	(337,376)	(432,790)	(528,647)	(624,503)
	40	(95,844)	(177,028)	(262,912)	(351,409)	(447,265)	(543,122)	(638,978)
	60	(108,654)	(190,128)	(276,157)	(365,884)	(461,740)	(557,597)	(653,453)
	80	(116,478)	(203,228)	(289,401)	(380,359)	(476,215)	(572,072)	(667,928)
CIL Epsm	100	(129,577)	(216,327)	(302,646)	(394,834)	(490,690)	(586,547)	(682,403)
	120	(142,677)	(228,182)	(315,891)	(409,309)	(505,165)	(601,022)	(696,878)
	140	(155,777)	(241,426)	(329,135)	(423,784)	(519,640)	(615,497)	(711,353)
	160	(168,877)	(254,671)	(342,402)	(438,259)	(534,115)	(629,972)	(725,828)
	180	(181,977)	(267,916)	(356,877)	(452,734)	(548,590)	(644,447)	(740,303)
	200	(195,077)	(281,160)	(371,352)	(467,209)	(563,065)	(658,922)	(754,778)
	220	(208,176)	(294,405)	(385,827)	(481,684)	(577,540)	(673,397)	(769,253)
	240	(221,276)	(307,649)	(400,302)	(496,159)	(592,015)	(687,872)	(783,728)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 33a

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						15
AH Policy requirement %		60%	AH Target	40%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	0.0%	0	0%	0	0%	0
3 Bed houses	0%	0	0%	0	0%	0
4 Bed houses	0%	0	0%	0	0%	0
5 Bed houses	0.0%	0	0%	0	0%	0
1 Bed Apartment	33.3%	3.0	50.0%	3.0	40%	6
2 Bed Apartment	66.7%	6.0	50.0%	3.0	60%	9
Total number of units	100%	9.0	100%	6.0	100%	15
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %	%	Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	0.0	0	0.0	0	0.0	0
3 Bed houses	0.0	0	0.0	0	0.0	0
4 Bed houses	0.0	0	0.0	0	0.0	0
5 Bed houses	0.0	0	0.0	0	0.0	0
1 Bed Apartment	182.9	1,969	182.9	1,969	365.8	3,938
2 Bed Apartment	475.6	5,119	237.8	2,560	713.4	7,679
	658.5	7,088	420.7	4,529	1,079.2	11,616
Open Market values (£) -	£ psm	£ psf	£		total MV (£ no AH)	
2 Bed houses	2,875.0	267	230,000		0	
3 Bed houses	3,368.4	313	320,000		0	
4 Bed houses	3,818.2	355	420,000		0	
5 Bed houses	4,230.8	393	550,000		0	
1 Bed Apartment	4,200.0	390	210,000		1,259,937	
2 Bed Apartment	4,000.0	372	260,000		2,339,844	
					3,599,781	
Affordable Housing -						
AH Tenure split	66% Affordable Rent		34% Intermediate			
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000 57%		135,000 59%			
3 Bed houses	145,000 45%		165,000 52%			
4 Bed houses	185,000 44%		195,000 46%			
5 Bed houses	210,000 38%		225,000 41%			
1 Bed Apartment	100,000 48%		110,000 52%			
2 Bed Apartment	115,000 44%		125,000 48%			

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Scheme 33a

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	0	@	230,000	-
3 Bed houses	0	@	320,000	-
4 Bed houses	0	@	420,000	-
5 Bed houses	0	@	550,000	-
1 Bed Apartment	3	@	210,000	629,937
2 Bed Apartment	6	@	260,000	1,559,844
	9			2,189,781
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	2	@	100,000	198,000
2 Bed Apartment	2	@	115,000	227,700
	4			425,700
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	1	@	110,000	112,200
2 Bed Apartment	1	@	125,000	127,500
	2			239,700
	15 total			
Grant	6.0	AH units @	0	-
GDV				2,855,181

AH on-site cost (£MV - £GDV)
 AH on-site cost analysis

49,640 £ per unit

690 £ psm

744,600 £

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Scheme 33a

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					(25,000)
Statutory Planning Fees					(5,775)
CIL	658 sqm (exc. AH)	100 £ psm	2.31%		(65,847)
Site Specific S106/278	15 units @	1,500 per unit			(22,500)
AH Commuted Sum	1,079 sqm	0 £ psm	0.00%		-
Construction Costs -					
Demolition and Site Clearance	0.46 acres @	0 per acre			-
2 Bed houses	- sqm @	1,271.00 psm			-
3 Bed houses	- sqm @	1,271.00 psm			-
4 Bed houses	- sqm @	1,271.00 psm			-
5 Bed houses	- sqm @	1,271.00 psm			-
1 Bed Apartment	365.8 sqm @	1,271.00 psm			(464,977)
2 Bed Apartment	1,079.2 713.4 sqm @	1,271.00 psm			(906,690)
External works	1,371,666 @	15%			(205,750)
	13,717 £per unit				
Contingency	1,577,416 @	5%			(78,871)
Professional Fees	1,577,416 @	9%			(141,967)
Disposal Costs -					
Sale Agents Costs	2,189,781 GDV @	1.00%			(21,898)
Sale Legal Costs	2,855,181 GDV @	0.50%			(14,276)
Marketing and Promotion	2,189,781 GDV @	3.00%			(65,693)
Finance Costs -					
Finance Fees	2,019,244 @	1.00%			(20,192)
Interest on Development Costs	7.00% APR	0.565% pcm			(72,259)
Developers Profit					
On private for sale	2,189,781	20.00%			(437,956)
On affordable housing pre-sale (blended)	665,400	6.00%			(39,924)
		16.74%			
TOTAL COSTS					(2,589,575)
RESIDUAL LAND VALUE					
Residual Land Value (gross)					265,606
SDLT	265,606 @				(7,968)
Acquisition Agent fees	265,606 @	1%			(2,656)
Acquisition Legal fees	265,606 @	0.5%			(1,328)
Interest on Land	265,606 @	7.0%			(18,592)
Residual Land Value (net)	15,671 per plot				235,061
TRESHOLD LAND VALUE					
Residential Density	80 dph				
Site Area	0.19 ha	0.46 acres			
	5,756 sqm/ha	25,073 sqft/ac			
Threshold Land Value	555,975 £ per ha	225,000 £ per acre			
	6,950 £ per plot				104,245
BALANCE					
Surplus/(Deficit)					130,816

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Scheme 33a

SENSITIVITY ANALYSIS								
		AH - % on site						
Balance	130,816	0%	10%	20%	30%	40%	50%	60%
	0	541,279	478,971	354,355	296,851	170,811	107,791	(14,518)
	20	520,169	459,269	337,467	281,194	158,001	96,404	(23,348)
	40	499,060	439,567	320,580	265,537	145,190	89,838	(32,178)
	60	477,951	419,865	308,630	249,880	132,380	78,194	(41,007)
	80	456,841	400,163	291,549	234,223	119,570	66,549	(49,837)
CIL £psm	100	435,732	380,460	274,469	218,566	106,759	54,905	(58,667)
	120	414,623	360,758	257,388	202,909	93,949	43,261	(67,497)
	140	393,513	341,056	240,308	187,251	85,872	31,616	(76,326)
	160	372,404	321,354	223,227	171,594	72,772	19,972	(85,156)
	180	351,295	306,566	206,147	155,937	59,672	8,328	(93,986)
	200	330,185	286,639	189,066	140,280	46,572	(3,316)	(102,815)
	220	314,075	266,712	171,986	124,623	33,472	(14,961)	(111,645)
	240	292,724	246,784	154,905	108,966	20,373	(25,481)	(120,475)

		AH commuted sum - £ psm						
Balance	130,816	0	50	100	150	200	250	300
	0	170,811	118,322	70,221	16,546	(36,122)	(90,390)	(146,178)
	20	158,001	105,512	57,121	3,446	(49,367)	(103,635)	(160,653)
	40	145,190	97,696	44,021	(9,654)	(62,611)	(116,879)	(175,128)
	60	132,380	84,596	30,921	(21,588)	(75,856)	(130,293)	(189,603)
	80	119,570	71,496	17,821	(34,832)	(89,100)	(144,768)	(204,078)
CIL £psm	100	106,759	58,396	4,721	(48,077)	(102,345)	(159,243)	(218,553)
	120	93,949	45,297	(8,378)	(61,321)	(115,590)	(173,718)	(233,028)
	140	85,872	32,197	(20,298)	(74,566)	(128,884)	(188,193)	(247,503)
	160	72,772	19,097	(33,543)	(87,811)	(143,359)	(202,668)	(261,978)
	180	59,672	5,997	(46,787)	(101,055)	(157,834)	(217,143)	(276,453)
	200	46,572	(7,103)	(60,032)	(114,300)	(172,309)	(231,618)	(290,928)
	220	33,472	(19,008)	(73,276)	(127,544)	(186,784)	(246,093)	(305,403)
	240	20,373	(32,253)	(86,521)	(141,949)	(201,259)	(260,568)	(319,877)

		AH - % on site						
Balance	130,816	0%	10%	20%	30%	40%	50%	60%
	100.0%	435,732	380,460	274,469	218,566	106,759	54,905	(58,667)
	102.5%	393,086	337,932	231,694	175,910	68,696	11,652	(102,150)
	105.0%	350,439	300,247	188,918	133,254	25,321	(30,532)	(147,244)
	107.5%	312,777	257,232	146,143	95,546	(16,835)	(74,263)	(194,767)
	110.0%	269,643	214,218	103,368	51,926	(60,690)	(117,994)	(242,290)
Build Costs	112.5%	226,509	171,204	64,862	8,307	(104,544)	(164,829)	(289,813)
	115.0%	183,376	128,190	21,120	(34,285)	(150,265)	(212,622)	(337,336)
	117.5%	140,242	90,000	(21,454)	(78,387)	(198,194)	(260,415)	(384,859)
	120.0%	97,108	46,014	(65,679)	(122,488)	(246,122)	(308,209)	(432,382)
	122.5%	58,094	2,027	(109,904)	(170,147)	(294,050)	(356,002)	(479,905)
	125.0%	13,985	(41,005)	(156,529)	(218,345)	(341,978)	(403,795)	(527,428)
	127.5%	(29,039)	(85,477)	(204,862)	(266,544)	(389,907)	(451,588)	(574,951)
	130.0%	(73,634)	(130,103)	(253,195)	(314,742)	(437,835)	(499,381)	(622,474)

		Build Costs						
Balance	130,816	100%	105%	110%	115%	120%	125%	130%
	0	170,811	90,821	4,070	(82,176)	(173,747)	(269,604)	(365,460)
	20	158,001	77,721	(9,029)	(95,420)	(188,222)	(284,078)	(379,935)
	40	145,190	64,621	(20,956)	(108,665)	(202,697)	(298,553)	(394,410)
	60	132,380	51,521	(34,201)	(121,909)	(217,172)	(313,028)	(408,885)
	80	119,570	38,421	(47,445)	(135,790)	(231,647)	(327,503)	(423,360)
CIL £psm	100	106,759	25,321	(60,690)	(150,265)	(246,122)	(341,978)	(437,835)
	120	93,949	12,222	(73,934)	(164,740)	(260,597)	(356,453)	(452,310)
	140	85,872	(878)	(87,179)	(179,215)	(275,072)	(370,928)	(466,785)
	160	72,772	(13,978)	(100,424)	(193,690)	(289,547)	(385,403)	(481,260)
	180	59,672	(25,959)	(113,668)	(208,165)	(304,022)	(399,878)	(495,735)
	200	46,572	(39,204)	(126,913)	(222,640)	(318,497)	(414,353)	(510,210)
	220	33,472	(52,449)	(141,259)	(237,115)	(332,972)	(428,828)	(524,685)
	240	20,373	(65,693)	(155,734)	(251,590)	(347,447)	(443,303)	(539,160)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 34

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						15
AH Policy requirement %		65%	AH Target	35%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	0.0%	0	0%	0	0%	0
3 Bed houses	0%	0	0%	0	0%	0
4 Bed houses	0%	0	0%	0	0%	0
5 Bed houses	0.0%	0	0%	0	0%	0
1 Bed Apartment	33.3%	3.3	50.0%	2.5	39%	6
2 Bed Apartment	66.7%	6.7	50.0%	2.5	61%	9
Total number of units	100%	10.0	100%	5.0	100%	15
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	0.0	0	0.0	0	0.0	0
3 Bed houses	0.0	0	0.0	0	0.0	0
4 Bed houses	0.0	0	0.0	0	0.0	0
5 Bed houses	0.0	0	0.0	0	0.0	0
1 Bed Apartment	203.2	2,188	152.4	1,641	355.7	3,828
2 Bed Apartment	528.4	5,688	198.2	2,133	726.6	7,821
	731.6	7,875	350.6	3,774	1,082.2	11,649
Open Market values (£) -	£ psm	£ psf		£		total MV £ (no AH)
2 Bed houses	2,687.5	250		215,000		0
3 Bed houses	2,947.4	274		280,000		0
4 Bed houses	3,545.5	329		390,000		0
5 Bed houses	3,846.2	357		500,000		0
1 Bed Apartment	3,000.0	279		150,000		874,950
2 Bed Apartment	3,230.8	300		210,000		1,924,860
						2,799,810
Affordable Housing -						
AH Tenure split	66% Affordable Rent			34% Intermediate		
RSL Transfer Values (£) -	(% of MV)			(% of MV)		
2 Bed houses	130,000 60%			135,000 63%		
3 Bed houses	145,000 52%			165,000 59%		
4 Bed houses	185,000 47%			195,000 50%		
5 Bed houses	210,000 42%			225,000 45%		
1 Bed Apartment	100,000 67%			110,000 73%		
2 Bed Apartment	115,000 55%			125,000 60%		

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Scheme 34

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	0	@	215,000	-
3 Bed houses	0	@	280,000	-
4 Bed houses	0	@	390,000	-
5 Bed houses	0	@	500,000	-
1 Bed Apartment	3	@	150,000	499,950
2 Bed Apartment	7	@	210,000	1,399,860
	10			1,899,810
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	2	@	100,000	165,000
2 Bed Apartment	2	@	115,000	189,750
	3			354,750
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	1	@	110,000	93,500
2 Bed Apartment	1	@	125,000	106,250
	2			199,750
	15 total			
Grant	5.0	AH units @	0	-
GDV				2,454,310

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

23,033 £ per unit

319 £ psm

345,500 £

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Scheme 34

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					(25,000)
Statutory Planning Fees					(5,775)
CIL	732 sqm (exc. AH)	100 £ psm	2.98%		(73,163)
Site Specific S106/278	15 units @	1,500 per unit			(22,500)
AH Commuted Sum	1,082 sqm	0 £ psm	0.00%		-
Construction Costs -					
Demolition and Site Clearance	0.37 acres @	50,000 per acre			(18,533)
2 Bed houses	- sqm @	1,271.00 psm			-
3 Bed houses	- sqm @	1,271.00 psm			-
4 Bed houses	- sqm @	1,271.00 psm			-
5 Bed houses	- sqm @	1,271.00 psm			-
1 Bed Apartment	355.7 sqm @	1,271.00 psm			(452,058)
2 Bed Apartment	1,082.2 726.6 sqm @	1,271.00 psm			(923,475)
External works	1,375,532 @	15%			(206,330)
	13,756 £per unit				
Contingency	1,581,862 @	5%			(79,093)
Professional Fees	1,581,862 @	9%			(142,368)
Disposal Costs -					
Sale Agents Costs	1,899,810 GDV @	1.00%			(18,998)
Sale Legal Costs	2,454,310 GDV @	0.50%			(12,272)
Marketing and Promotion	1,899,810 GDV @	3.00%			(56,994)
Finance Costs -					
Finance Fees	2,036,557 @	1.00%			(20,366)
Interest on Development Costs	7.00% APR	0.565% pcm			(80,644)
Developers Profit					
On private for sale	1,899,810	20.00%			(379,962)
On affordable housing pre-sale (blended)	554,500	6.00%			(33,270)
		16.84%			
TOTAL COSTS					(2,550,799)

RESIDUAL LAND VALUE					
Residual Land Value (gross)					(96,489)
SDLT	- @				-
Acquisition Agent fees	- @	1%			-
Acquisition Legal fees	- @	0.5%			-
Interest on Land	- @	7.0%			-
Residual Land Value (net)	(6,433) per plot				(96,489)

TRESHOLD LAND VALUE					
Residential Density	100 dph				
Site Area	0.15 ha	0.37 acres			
	7,215 sqm/ha	31,429 sqft/ac			
Threshold Land Value	1,482,600 £ per ha	600,000 £ per acre			
	14,826 £ per plot				222,390

BALANCE	
Surplus/(Deficit)	(318,879)

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 34

SENSITIVITY ANALYSIS								
		AH - % on site						
Balance	(318,879)	0%	10%	20%	30%	40%	50%	60%
	0	(227,590)	(254,397)	(310,542)	(338,615)	(399,648)	(430,328)	(491,689)
	20	(248,399)	(275,000)	(328,202)	(355,979)	(414,123)	(443,195)	(501,339)
	40	(270,473)	(295,603)	(346,207)	(373,670)	(428,598)	(456,061)	(510,989)
	60	(292,548)	(316,205)	(365,507)	(391,362)	(443,073)	(468,928)	(520,639)
	80	(314,622)	(336,808)	(384,807)	(409,054)	(457,548)	(481,795)	(530,289)
CIL £psm	100	(336,696)	(358,829)	(404,107)	(426,745)	(472,023)	(494,661)	(539,939)
	120	(360,316)	(381,346)	(423,407)	(444,437)	(486,498)	(507,528)	(549,589)
	140	(384,441)	(403,863)	(442,707)	(462,129)	(500,973)	(520,395)	(559,239)
	160	(408,566)	(426,379)	(462,007)	(479,820)	(515,448)	(533,261)	(568,889)
	180	(432,691)	(448,896)	(481,307)	(497,512)	(529,923)	(546,128)	(578,538)
	200	(456,815)	(471,412)	(500,606)	(515,203)	(544,397)	(558,994)	(588,188)
	220	(480,940)	(493,929)	(519,906)	(532,895)	(558,872)	(571,861)	(597,838)
	240	(505,065)	(516,446)	(539,206)	(550,587)	(573,347)	(584,728)	(607,488)

		AH commuted sum - £ psm						
Balance	(318,879)	0	50	100	150	200	250	300
	0	(368,968)	(428,444)	(487,921)	(547,397)	(606,874)	(666,351)	(725,827)
	20	(385,051)	(444,527)	(504,004)	(563,481)	(622,957)	(682,434)	(741,911)
	40	(401,134)	(460,611)	(520,087)	(579,564)	(639,041)	(698,517)	(757,994)
	60	(417,217)	(476,694)	(536,171)	(595,647)	(655,124)	(714,600)	(774,077)
	80	(433,301)	(492,777)	(552,254)	(611,731)	(671,207)	(730,684)	(790,160)
CIL £psm	100	(449,384)	(508,861)	(568,337)	(627,814)	(687,290)	(746,767)	(806,244)
	120	(465,467)	(524,944)	(584,421)	(643,897)	(703,374)	(762,850)	(822,327)
	140	(481,551)	(541,027)	(600,504)	(659,980)	(719,457)	(778,934)	(838,410)
	160	(497,634)	(557,110)	(616,587)	(676,064)	(735,540)	(795,017)	(854,494)
	180	(513,717)	(573,194)	(632,670)	(692,147)	(751,624)	(811,100)	(870,577)
	200	(529,800)	(589,277)	(648,754)	(708,230)	(767,707)	(827,184)	(886,660)
	220	(545,884)	(605,360)	(664,837)	(724,314)	(783,790)	(843,267)	(902,743)
	240	(561,967)	(621,444)	(680,920)	(740,397)	(799,874)	(859,350)	(918,827)

		AH - % on site						
Balance	(318,879)	0%	10%	20%	30%	40%	50%	60%
	100.0%	(336,696)	(358,829)	(404,107)	(426,745)	(472,023)	(494,661)	(539,939)
	102.5%	(384,929)	(407,433)	(452,440)	(474,944)	(519,951)	(542,454)	(587,462)
	105.0%	(433,668)	(456,037)	(500,774)	(523,142)	(567,879)	(590,248)	(634,985)
	107.5%	(482,407)	(504,640)	(549,107)	(571,341)	(615,807)	(638,041)	(682,508)
	110.0%	(531,146)	(553,244)	(597,441)	(619,539)	(663,736)	(685,834)	(730,031)
Build Costs	112.5%	(579,884)	(601,847)	(645,774)	(667,737)	(711,664)	(733,627)	(777,554)
	115.0%	(628,623)	(650,451)	(694,108)	(715,936)	(759,592)	(781,420)	(825,077)
	117.5%	(677,362)	(699,055)	(742,441)	(764,134)	(807,520)	(829,213)	(872,600)
	120.0%	(726,100)	(747,658)	(790,774)	(812,332)	(855,449)	(877,007)	(920,123)
	122.5%	(774,839)	(796,262)	(839,108)	(860,531)	(903,377)	(924,800)	(967,646)
	125.0%	(823,578)	(844,866)	(887,441)	(908,729)	(951,305)	(972,593)	(1,015,169)
	127.5%	(872,316)	(893,469)	(935,775)	(956,928)	(999,233)	(1,020,386)	(1,062,692)
	130.0%	(921,055)	(942,073)	(984,108)	(1,005,126)	(1,047,162)	(1,068,179)	(1,110,215)

		Build Costs						
Balance	(318,879)	100%	105%	110%	115%	120%	125%	130%
	0	(368,968)	(465,094)	(561,221)	(657,347)	(753,474)	(849,601)	(945,727)
	20	(385,051)	(481,177)	(577,304)	(673,431)	(769,557)	(865,684)	(961,811)
	40	(401,134)	(497,261)	(593,387)	(689,514)	(785,641)	(881,767)	(977,894)
	60	(417,217)	(513,344)	(609,471)	(705,597)	(801,724)	(897,851)	(993,977)
	80	(433,301)	(529,427)	(625,554)	(721,681)	(817,807)	(913,934)	(1,010,061)
CIL £psm	100	(449,384)	(545,511)	(641,637)	(737,764)	(833,891)	(930,017)	(1,026,144)
	120	(465,467)	(561,594)	(657,721)	(753,847)	(849,974)	(946,100)	(1,042,277)
	140	(481,551)	(577,677)	(673,804)	(769,930)	(866,057)	(962,184)	(1,058,310)
	160	(497,634)	(593,761)	(689,887)	(786,014)	(882,140)	(978,267)	(1,074,394)
	180	(513,717)	(609,844)	(705,970)	(802,097)	(898,224)	(994,350)	(1,090,477)
	200	(529,800)	(625,927)	(722,054)	(818,180)	(914,307)	(1,010,434)	(1,106,560)
	220	(545,884)	(642,010)	(738,137)	(834,264)	(930,390)	(1,026,517)	(1,122,644)
	240	(561,967)	(658,094)	(754,220)	(850,347)	(946,474)	(1,042,600)	(1,138,727)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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Scheme 34a

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						15
AH Policy requirement %		65%	AH Target	35%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	0.0%	0	0%	0	0%	0
3 Bed houses	0%	0	0%	0	0%	0
4 Bed houses	0%	0	0%	0	0%	0
5 Bed houses	0.0%	0	0%	0	0%	0
1 Bed Apartment	33.3%	3.3	50.0%	2.5	39%	6
2 Bed Apartment	66.7%	6.7	50.0%	2.5	61%	9
Total number of units	100%	10.0	100%	5.0	100%	15
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	0.0	0	0.0	0	0.0	0
3 Bed houses	0.0	0	0.0	0	0.0	0
4 Bed houses	0.0	0	0.0	0	0.0	0
5 Bed houses	0.0	0	0.0	0	0.0	0
1 Bed Apartment	203.2	2,188	152.4	1,641	355.7	3,828
2 Bed Apartment	528.4	5,688	198.2	2,133	726.6	7,821
	731.6	7,875	350.6	3,774	1,082.2	11,649
Open Market values (£) -	£ psm	£ psf		£		total MV £ (no AH)
2 Bed houses	2,687.5	250		215,000		0
3 Bed houses	2,947.4	274		280,000		0
4 Bed houses	3,545.5	329		390,000		0
5 Bed houses	3,846.2	357		500,000		0
1 Bed Apartment	3,000.0	279		150,000		874,950
2 Bed Apartment	3,230.8	300		210,000		1,924,860
						2,799,810
Affordable Housing -						
AH Tenure split	66% Affordable Rent			34% Intermediate		
RSL Transfer Values (£) -	(% of MV)			(% of MV)		
2 Bed houses	130,000 60%			135,000 63%		
3 Bed houses	145,000 52%			165,000 59%		
4 Bed houses	185,000 47%			195,000 50%		
5 Bed houses	210,000 42%			225,000 45%		
1 Bed Apartment	100,000 67%			110,000 73%		
2 Bed Apartment	115,000 55%			125,000 60%		

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Scheme 34a

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	0	@	215,000	-
3 Bed houses	0	@	280,000	-
4 Bed houses	0	@	390,000	-
5 Bed houses	0	@	500,000	-
1 Bed Apartment	3	@	150,000	499,950
2 Bed Apartment	7	@	210,000	1,399,860
	10			1,899,810
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	2	@	100,000	165,000
2 Bed Apartment	2	@	115,000	189,750
	3			354,750
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	1	@	110,000	93,500
2 Bed Apartment	1	@	125,000	106,250
	2			199,750
	15 total			
Grant	5.0	AH units @	0	-
GDV				2,454,310

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

23,033 £ per unit

319 £ psm

345,500 £

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Scheme 34a

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					(25,000)
Statutory Planning Fees					(5,775)
CIL	732 sqm (exc. AH)	100 £ psm	2.98%		(73,163)
Site Specific S106/278	15 units @	1,500 per unit			(22,500)
AH Commuted Sum	1,082 sqm	0 £ psm	0.00%		-
Construction Costs -					
Demolition and Site Clearance	0.46 acres @	0 per acre			-
2 Bed houses	- sqm @	1,271.00 psm			-
3 Bed houses	- sqm @	1,271.00 psm			-
4 Bed houses	- sqm @	1,271.00 psm			-
5 Bed houses	- sqm @	1,271.00 psm			-
1 Bed Apartment	355.7 sqm @	1,271.00 psm			(452,058)
2 Bed Apartment	1,082.2 726.6 sqm @	1,271.00 psm			(923,475)
External works	1,375,532 @	15%			(206,330)
	13,756 £per unit				
Contingency	1,581,862 @	5%			(79,093)
Professional Fees	1,581,862 @	9%			(142,368)
Disposal Costs -					
Sale Agents Costs	1,899,810 GDV @	1.00%			(18,998)
Sale Legal Costs	2,454,310 GDV @	0.50%			(12,272)
Marketing and Promotion	1,899,810 GDV @	3.00%			(56,994)
Finance Costs -					
Finance Fees	2,018,025 @	1.00%			(20,180)
Interest on Development Costs	7.00% APR	0.565% pcm			(79,387)
Developers Profit					
On private for sale	1,899,810	20.00%			(379,962)
On affordable housing pre-sale (blended)	554,500	6.00%			(33,270)
		16.84%			
TOTAL COSTS					(2,530,824)
RESIDUAL LAND VALUE					
Residual Land Value (gross)					(76,514)
SDLT	- @				-
Acquisition Agent fees	- @	1%			-
Acquisition Legal fees	- @	0.5%			-
Interest on Land	- @	7.0%			-
Residual Land Value (net)	(5,101) per plot				(76,514)
TRESHOLD LAND VALUE					
Residential Density	80 dph				
Site Area	0.19 ha	0.46 acres			
	5,772 sqm/ha	25,143 sqft/ac			
Threshold Land Value	555,975 £ per ha	225,000 £ per acre			
	6,950 £ per plot				104,245
BALANCE					
Surplus/(Deficit)					(180,759)

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Scheme 34a

SENSITIVITY ANALYSIS								
		AH - % on site						
Balance	(180,759)	0%	10%	20%	30%	40%	50%	60%
	0	14,058	(13,707)	(68,586)	(96,658)	(155,079)	(185,760)	(247,120)
	20	(7,775)	(33,044)	(86,245)	(112,846)	(169,554)	(198,626)	(256,770)
	40	(28,517)	(53,646)	(103,905)	(129,102)	(184,029)	(211,493)	(266,420)
	60	(50,591)	(74,249)	(121,564)	(146,794)	(198,504)	(224,360)	(276,070)
	80	(72,666)	(94,852)	(140,238)	(164,485)	(212,979)	(237,226)	(285,720)
CIL Epsm	100	(94,740)	(115,454)	(159,538)	(182,177)	(227,454)	(250,093)	(295,370)
	120	(116,814)	(136,778)	(178,838)	(199,869)	(241,929)	(262,960)	(305,020)
	140	(139,872)	(159,294)	(198,138)	(217,560)	(256,404)	(275,826)	(314,670)
	160	(163,997)	(181,811)	(217,438)	(235,252)	(270,879)	(288,693)	(324,320)
	180	(188,122)	(204,327)	(236,738)	(252,943)	(285,354)	(301,559)	(333,970)
	200	(212,247)	(226,844)	(256,038)	(270,635)	(299,829)	(314,426)	(343,620)
	220	(236,372)	(249,361)	(275,338)	(288,327)	(314,304)	(327,293)	(353,270)
	240	(260,497)	(271,877)	(294,638)	(306,018)	(328,779)	(340,159)	(362,920)

		AH commuted sum - £ psm						
Balance	(180,759)	0	50	100	150	200	250	300
	0	(124,731)	(183,876)	(243,352)	(302,829)	(362,306)	(421,782)	(481,259)
	20	(140,482)	(199,959)	(259,436)	(318,912)	(378,389)	(437,865)	(497,342)
	40	(156,566)	(216,042)	(275,519)	(334,996)	(394,472)	(453,949)	(513,425)
	60	(172,649)	(232,126)	(291,602)	(351,079)	(410,555)	(470,032)	(529,509)
	80	(188,732)	(248,209)	(307,686)	(367,162)	(426,639)	(486,115)	(545,592)
CIL Epsm	100	(204,816)	(264,292)	(323,769)	(383,245)	(442,722)	(502,199)	(561,675)
	120	(220,899)	(280,376)	(339,852)	(399,329)	(458,805)	(518,282)	(577,759)
	140	(236,982)	(296,459)	(355,935)	(415,412)	(474,889)	(534,365)	(593,842)
	160	(253,065)	(312,542)	(372,019)	(431,495)	(490,972)	(550,449)	(609,925)
	180	(269,149)	(328,625)	(388,102)	(447,579)	(507,055)	(566,532)	(626,008)
	200	(285,232)	(344,709)	(404,185)	(463,662)	(523,139)	(582,615)	(642,092)
	220	(301,315)	(360,792)	(420,269)	(479,745)	(539,222)	(598,698)	(658,175)
	240	(317,399)	(376,875)	(436,352)	(495,829)	(555,305)	(614,782)	(674,258)

		AH - % on site						
Balance	(180,759)	0%	10%	20%	30%	40%	50%	60%
	100.0%	(94,740)	(115,454)	(159,538)	(182,177)	(227,454)	(250,093)	(295,370)
	102.5%	(140,361)	(162,865)	(207,872)	(230,375)	(275,382)	(297,886)	(342,893)
	105.0%	(189,100)	(211,468)	(256,205)	(278,574)	(323,311)	(345,679)	(390,416)
	107.5%	(237,838)	(260,072)	(304,539)	(326,772)	(371,239)	(393,472)	(437,939)
	110.0%	(286,577)	(308,675)	(352,872)	(374,971)	(419,167)	(441,266)	(485,462)
Build Costs	112.5%	(335,316)	(357,279)	(401,206)	(423,169)	(467,095)	(489,059)	(532,985)
	115.0%	(384,055)	(405,883)	(449,539)	(471,367)	(515,024)	(536,852)	(580,508)
	117.5%	(432,793)	(454,486)	(497,873)	(519,566)	(562,952)	(584,645)	(628,031)
	120.0%	(481,532)	(503,090)	(546,206)	(567,764)	(610,880)	(632,438)	(675,554)
	122.5%	(530,271)	(551,694)	(594,540)	(615,962)	(658,808)	(680,231)	(723,077)
	125.0%	(579,009)	(600,297)	(642,873)	(664,161)	(706,737)	(728,025)	(770,600)
	127.5%	(627,748)	(648,901)	(691,206)	(712,359)	(754,665)	(775,818)	(818,123)
	130.0%	(676,487)	(697,504)	(739,540)	(760,558)	(802,593)	(823,611)	(865,646)

		Build Costs						
Balance	(180,759)	100%	105%	110%	115%	120%	125%	130%
	0	(124,731)	(220,526)	(316,652)	(412,779)	(508,906)	(605,032)	(701,159)
	20	(140,482)	(236,609)	(332,736)	(428,862)	(524,989)	(621,116)	(717,242)
	40	(156,566)	(252,692)	(348,819)	(444,946)	(541,072)	(637,199)	(733,326)
	60	(172,649)	(268,776)	(364,902)	(461,029)	(557,156)	(653,282)	(749,409)
	80	(188,732)	(284,859)	(380,986)	(477,112)	(573,239)	(669,365)	(765,492)
CIL Epsm	100	(204,816)	(300,942)	(397,069)	(493,196)	(589,322)	(685,449)	(781,575)
	120	(220,899)	(317,026)	(413,152)	(509,279)	(605,405)	(701,532)	(797,659)
	140	(236,982)	(333,109)	(429,235)	(525,362)	(621,489)	(717,615)	(813,742)
	160	(253,065)	(349,192)	(445,319)	(541,445)	(637,572)	(733,699)	(829,825)
	180	(269,149)	(365,275)	(461,402)	(557,529)	(653,655)	(749,782)	(845,909)
	200	(285,232)	(381,359)	(477,485)	(573,612)	(669,739)	(765,865)	(861,992)
	220	(301,315)	(397,442)	(493,569)	(589,695)	(685,822)	(781,949)	(878,075)
	240	(317,399)	(413,525)	(509,652)	(605,779)	(701,905)	(798,032)	(894,158)

NOTES
 Cells highlighted in yellow are input cells
 Cells highlighted in green are sensitivity input cells
 Figures in brackets, thus (00,000.00), are negative values / costs



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Scheme 35

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						40
AH Policy requirement %		50%	AH Target	50%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	15%	3.0	65%	13.0	40%	16
3 Bed houses	50%	10.0	20%	4.0	35%	14
4 Bed houses	25%	5.0	15%	3.0	20%	8
5 Bed houses	10%	2.0	0%	0.0	5%	2
1 Bed Apartment	0%	0.0	0%	0.0	0%	0
2 Bed Apartment	0%	0.0	0%	0.0	0%	0
Total number of units	100%	20.0	100%	20.0	100%	40
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	240.0	2,583	1,040.0	11,194	1,280.0	13,778
3 Bed houses	950.0	10,226	380.0	4,090	1,330.0	14,316
4 Bed houses	550.0	5,920	330.0	3,552	880.0	9,472
5 Bed houses	260.0	2,799	0.0	0	260.0	2,799
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	2,000.0	21,528	1,750.0	18,837	3,750.0	40,365
Open Market values (£) -	£ psm	£ psf	£		total MV £ (no AH)	
2 Bed houses	3,750.0	348	300,000		4,800,000	
3 Bed houses	4,105.3	381	390,000		5,460,000	
4 Bed houses	4,636.4	431	510,000		4,080,000	
5 Bed houses	5,076.9	472	660,000		1,320,000	
1 Bed Apartment	4,800.0	446	240,000		0	
2 Bed Apartment	4,615.4	429	300,000		0	
					15,660,000	
Affordable Housing -						
AH Tenure split	66% Affordable Rent		34% Intermediate			
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000 43%		135,000 45%			
3 Bed houses	145,000 37%		165,000 42%			
4 Bed houses	185,000 36%		195,000 38%			
5 Bed houses	210,000 32%		225,000 34%			
1 Bed Apartment	100,000 42%		110,000 46%			
2 Bed Apartment	115,000 38%		125,000 42%			

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Scheme 35

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	3	@	300,000	900,000
3 Bed houses	10	@	390,000	3,900,000
4 Bed houses	5	@	510,000	2,550,000
5 Bed houses	2	@	660,000	1,320,000
1 Bed Apartment	0	@	240,000	-
2 Bed Apartment	0	@	300,000	-
	20			8,670,000
Affordable Rented GDV -				
2 Bed houses	9	@	130,000	1,115,400
3 Bed houses	3	@	145,000	382,800
4 Bed houses	2	@	185,000	366,300
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	13			1,864,500
Intermediate GDV -				
2 Bed houses	4	@	135,000	596,700
3 Bed houses	1	@	165,000	224,400
4 Bed houses	1	@	195,000	198,900
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	7			1,020,000
	40 total			
Grant	20.0	AH units @	0	-
GDV				11,554,500

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

102,638 £ per unit

1,095 £ psm

4,105,500 £

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Scheme 35

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees and reports				(50,000)
Statutory Planning Fees				(15,400)
CIL	2,000 sqm (exc. AH)	100 £ psm	1.73%	(200,000)
Site Specific S106/278	40 units @	10,000 per unit		(400,000)
AH Commuted Sum	3,750 sqm	0 £ psm	0.00%	-
Construction Costs -				
Demolition and Site Clearance	2.82 acres @	0 per acre		-
2 Bed houses	1,280.0 sqm @	1,084.00 psm		(1,387,520)
3 Bed houses	1,330.0 sqm @	1,084.00 psm		(1,441,720)
4 Bed houses	880.0 sqm @	1,084.00 psm		(953,920)
5 Bed houses	260.0 sqm @	1,084.00 psm		(281,840)
1 Bed Apartment	- sqm @	1,084.00 psm		-
2 Bed Apartment	3,750.0 - sqm @	1,084.00 psm		-
External works	4,065,000 @	15%		(609,750)
	15,244 £per unit			
Contingency	4,674,750 @	5%		(233,738)
Professional Fees	4,674,750 @	9%		(420,728)
Disposal Costs -				
Sale Agents Costs	8,670,000 GDV @	1.00%		(86,700)
Sale Legal Costs	11,554,500 GDV @	0.50%		(57,773)
Marketing and Promotion	8,670,000 GDV @	3.00%		(260,100)
Finance Costs -				
Finance Fees	6,399,188 @	1.00%		(63,992)
Interest on Development Costs	7.00% APR	0.565% pcm		(47,550)
Developers Profit				
On private for sale	8,670,000	20.00%		(1,734,000)
On affordable housing pre-sale (blended)	2,884,500	6.00%		(173,070)
		16.50%		
TOTAL COSTS				(8,417,800)
RESIDUAL LAND VALUE				
Residual Land Value (gross)				3,136,700
SDLT	3,136,700 @			(219,569)
Acquisition Agent fees	3,136,700 @	1%		(31,367)
Acquisition Legal fees	3,136,700 @	0.5%		(15,684)
Interest on Land	3,136,700 @	7.0%		(219,569)
Residual Land Value (net)	66,263 per plot			2,650,512
TRESHOLD LAND VALUE				
Residential Density	35 dph			
Site Area	1.14 ha	2.82 acres		
	3,281 sqm/ha	14,293 sqft/ac		
Threshold Land Value	1,297,275 £ per ha	525,000 £ per acre		
	37,065 £ per plot			1,482,600
BALANCE				
Surplus/(Deficit)				1,167,912

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Scheme 35

SENSITIVITY ANALYSIS								
		AH - % on site						
Balance	1,167,912	0%	10%	20%	30%	40%	50%	60%
	0	4,296,285	3,706,123	3,115,961	2,525,798	1,935,636	1,345,473	755,311
	20	4,225,261	3,642,201	3,059,141	2,476,081	1,893,021	1,309,961	726,901
	40	4,154,236	3,578,279	3,002,321	2,426,364	1,850,406	1,274,449	698,491
	60	4,083,212	3,514,357	2,945,502	2,376,646	1,807,791	1,238,936	670,081
	80	4,012,187	3,450,435	2,888,682	2,326,929	1,765,177	1,203,424	641,671
CIL Epsm	100	3,941,163	3,386,512	2,831,862	2,277,212	1,722,562	1,167,912	613,262
	120	3,870,138	3,322,590	2,775,043	2,227,495	1,679,947	1,132,399	584,852
	140	3,799,113	3,258,668	2,718,223	2,177,778	1,637,332	1,096,887	556,442
	160	3,728,089	3,194,746	2,661,403	2,128,060	1,594,718	1,061,375	528,032
	180	3,657,064	3,130,824	2,604,584	2,078,343	1,552,103	1,025,863	499,622
	200	3,586,040	3,066,902	2,547,764	2,028,626	1,509,488	990,350	471,212
	220	3,515,015	3,002,980	2,490,944	1,978,909	1,466,873	954,838	442,803
	240	3,443,991	2,939,058	2,434,125	1,929,192	1,424,259	919,326	414,393

		AH commuted sum - £ psm						
Balance	1,167,912	0	50	100	150	200	250	300
	0							
	20							
	40							
	60							
	80							
CIL Epsm	100							
	120							
	140							
	160							
	180							
	200							
	220							
	240							

		AH - % on site						
Balance	1,167,912	0%	10%	20%	30%	40%	50%	60%
	100.0%	3,941,163	3,386,512	2,831,862	2,277,212	1,722,562	1,167,912	613,262
	102.5%	3,818,226	3,265,113	2,711,999	2,158,886	1,605,772	1,052,659	499,545
	105.0%	3,695,290	3,143,713	2,592,136	2,040,559	1,488,983	937,406	385,829
	107.5%	3,572,353	3,022,313	2,472,273	1,922,233	1,372,193	822,153	272,113
	110.0%	3,449,417	2,900,913	2,352,410	1,803,907	1,255,403	706,900	197,237
Build Costs	112.5%	3,326,480	2,779,513	2,232,547	1,685,580	1,138,614	591,647	80,829
	115.0%	3,203,544	2,658,114	2,112,684	1,567,254	1,021,824	476,394	(35,579)
	117.5%	3,080,607	2,536,714	1,992,821	1,448,927	905,034	361,141	(151,987)
	120.0%	2,957,671	2,415,314	1,872,958	1,330,601	788,245	245,888	(268,394)
	122.5%	2,834,734	2,293,914	1,753,094	1,212,275	671,455	168,818	(384,802)
	125.0%	2,711,798	2,172,515	1,633,231	1,093,948	554,665	50,837	(501,210)
	127.5%	2,588,861	2,051,115	1,513,368	975,622	437,876	(67,144)	(607,618)
	130.0%	2,465,925	1,929,715	1,393,505	857,296	321,086	(185,124)	(725,371)

		Build Costs						
Balance	1,167,912	100%	105%	110%	115%	120%	125%	130%
	0	1,345,473	1,114,967	884,461	653,955	423,449	232,601	(3,360)
	20	1,309,961	1,079,455	848,949	618,443	387,937	196,249	(39,713)
	40	1,274,449	1,043,943	813,437	582,931	352,425	159,896	(76,066)
	60	1,238,936	1,008,430	777,924	547,418	316,913	123,543	(112,419)
	80	1,203,424	972,918	742,412	511,906	281,400	87,190	(148,772)
CIL Epsm	100	1,167,912	937,406	706,900	476,394	245,888	50,837	(185,124)
	120	1,132,399	901,893	671,388	440,882	210,376	14,484	(221,477)
	140	1,096,887	866,381	635,875	405,369	214,093	(21,868)	(257,830)
	160	1,061,375	830,869	600,363	369,857	177,741	(58,221)	(294,183)
	180	1,025,863	795,357	564,851	334,345	141,388	(94,574)	(330,536)
	200	990,350	759,844	529,338	298,832	105,035	(130,927)	(366,888)
	220	954,838	724,332	493,826	263,320	68,682	(167,280)	(403,241)
	240	919,326	688,820	458,314	227,808	32,329	(203,632)	(439,594)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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Scheme 36

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						40
AH Policy requirement %		60%	AH Target	40%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	15%	3.6	65%	10.4	35%	14
3 Bed houses	50%	12.0	20%	3.2	38%	15
4 Bed houses	25%	6.0	15%	2.4	21%	8
5 Bed houses	10%	2.4	0%	0.0	6%	2
1 Bed Apartment	0%	0.0	0%	0.0	0%	0
2 Bed Apartment	0%	0.0	0%	0.0	0%	0
Total number of units	100%	24.0	100%	16.0	100%	40
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	288.0	3,100	832.0	8,956	1,120.0	12,056
3 Bed houses	1,140.0	12,271	304.0	3,272	1,444.0	15,543
4 Bed houses	660.0	7,104	264.0	2,842	924.0	9,946
5 Bed houses	312.0	3,358	0.0	0	312.0	3,358
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	2,400.0	25,833	1,400.0	15,069	3,800.0	40,903
Open Market values (£) -	£ psm	£ psf	£		total MV £ (no AH)	
2 Bed houses	2,875.0	267	230,000		3,220,000	
3 Bed houses	3,368.4	313	320,000		4,864,000	
4 Bed houses	3,818.2	355	420,000		3,528,000	
5 Bed houses	4,230.8	393	550,000		1,320,000	
1 Bed Apartment	4,200.0	390	210,000		0	
2 Bed Apartment	3,538.5	329	230,000		0	
					12,932,000	
Affordable Housing -						
AH Tenure split	66% Affordable Rent		34% Intermediate			
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000 57%		135,000 59%			
3 Bed houses	145,000 45%		165,000 52%			
4 Bed houses	185,000 44%		195,000 46%			
5 Bed houses	210,000 38%		225,000 41%			
1 Bed Apartment	100,000 48%		110,000 52%			
2 Bed Apartment	115,000 50%		125,000 54%			

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Scheme 36

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	4	@	230,000	828,000
3 Bed houses	12	@	320,000	3,840,000
4 Bed houses	6	@	420,000	2,520,000
5 Bed houses	2	@	550,000	1,320,000
1 Bed Apartment	0	@	210,000	-
2 Bed Apartment	0	@	230,000	-
	24			8,508,000
Affordable Rented GDV -				
2 Bed houses	7	@	130,000	892,320
3 Bed houses	2	@	145,000	306,240
4 Bed houses	2	@	185,000	293,040
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	11			1,491,600
Intermediate GDV -				
2 Bed houses	4	@	135,000	477,360
3 Bed houses	1	@	165,000	179,520
4 Bed houses	1	@	195,000	159,120
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	5			816,000
	40 total			
Grant	16.0	AH units @	0	-
GDV				10,815,600

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

52,910 £ per unit

557 £ psm

2,116,400 £

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Scheme 36

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					(50,000)
Statutory Planning Fees					(15,400)
CIL	2,400 sqm (exc. AH)	100 £ psm	2.22%		(240,000)
Site Specific S106/278	40 units @	10,000 per unit			(400,000)
AH Commuted Sum	3,800 sqm	0 £ psm	0.00%		-
Construction Costs -					
Demolition and Site Clearance	2.82 acres @	0 per acre			-
2 Bed houses	1,120.0 sqm @	1,084.00 psm			(1,214,080)
3 Bed houses	1,444.0 sqm @	1,084.00 psm			(1,565,296)
4 Bed houses	924.0 sqm @	1,084.00 psm			(1,001,616)
5 Bed houses	312.0 sqm @	1,084.00 psm			(338,208)
1 Bed Apartment	- sqm @	1,084.00 psm			-
2 Bed Apartment	3,800.0 - sqm @	1,084.00 psm			-
External works	4,119,200 @	15%			(617,880)
	15,447 £per unit				
Contingency	4,737,080 @	5%			(236,854)
Professional Fees	4,737,080 @	9%			(426,337)
Disposal Costs -					
Sale Agents Costs	8,508,000 GDV @	1.00%			(85,080)
Sale Legal Costs	10,815,600 GDV @	0.50%			(54,078)
Marketing and Promotion	8,508,000 GDV @	3.00%			(255,240)
Finance Costs -					
Finance Fees	6,500,069 @	1.00%			(65,001)
Interest on Development Costs	7.00% APR	0.565% pcm			(55,025)
Developers Profit					
On private for sale	8,508,000	20.00%			(1,701,600)
On affordable housing pre-sale (blended)	2,307,600	6.00%			(138,456)
		17.01%			
TOTAL COSTS					(8,460,151)
RESIDUAL LAND VALUE					
Residual Land Value (gross)					2,355,449
SDLT	2,355,449 @				(164,881)
Acquisition Agent fees	2,355,449 @	1%			(23,554)
Acquisition Legal fees	2,355,449 @	0.5%			(11,777)
Interest on Land	2,355,449 @	7.0%			(164,881)
Residual Land Value (net)	49,759 per plot				1,990,354
TRESHOLD LAND VALUE					
Residential Density	35 dph				
Site Area	1.14 ha	2.82 acres			
	3,325 sqm/ha	14,484 sqft/ac			
Threshold Land Value	1,297,275 £ per ha	525,000 £ per acre			
	37,065 £ per plot				1,482,600
BALANCE					
Surplus/(Deficit)					507,754

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Scheme 36

SENSITIVITY ANALYSIS								
		AH - % on site						
Balance	507,754	0%	10%	20%	30%	40%	50%	60%
	0	2,271,606	1,883,912	1,496,217	1,108,523	720,828	333,134	(20,761)
	20	2,200,582	1,819,990	1,439,398	1,058,805	678,213	297,621	(49,843)
	40	2,129,557	1,756,068	1,382,578	1,009,088	635,599	262,109	(78,926)
	60	2,058,533	1,692,145	1,325,758	959,371	592,984	226,597	(108,008)
	80	1,987,508	1,628,223	1,268,939	909,654	550,369	230,698	(137,090)
CIL £psm	100	1,916,484	1,564,301	1,212,119	859,937	507,754	194,345	(166,172)
	120	1,845,459	1,500,379	1,155,299	810,220	465,140	157,993	(195,255)
	140	1,774,434	1,436,457	1,098,480	760,502	422,525	121,640	(224,337)
	160	1,703,410	1,372,535	1,041,660	710,785	379,910	85,287	(253,419)
	180	1,632,385	1,308,613	984,840	661,068	337,295	48,934	(282,501)
	200	1,561,361	1,244,691	928,021	611,351	294,681	12,581	(311,584)
	220	1,490,336	1,180,769	871,201	561,634	252,066	(23,771)	(340,666)
	240	1,419,312	1,116,846	814,381	511,916	209,451	(60,124)	(369,748)

		AH commuted sum - £ psm						
Balance	507,754	0	50	100	150	200	250	300
	0							
	20							
	40							
	60							
	80							
CIL £psm	100							
	120							
	140							
	160							
	180							
	200							
	220							
	240							

		AH - % on site						
Balance	507,754	0%	10%	20%	30%	40%	50%	60%
	100.0%	1,916,484	1,564,301	1,212,119	859,937	507,754	194,345	(166,172)
	102.5%	1,793,547	1,442,901	1,092,256	741,610	390,965	76,365	(282,580)
	105.0%	1,670,611	1,321,502	972,393	623,284	274,175	(41,616)	(398,988)
	107.5%	1,547,674	1,200,102	852,530	504,958	196,202	(159,597)	(515,396)
	110.0%	1,424,738	1,078,702	732,667	386,631	76,648	(277,578)	(621,968)
Build Costs	112.5%	1,301,801	957,302	612,804	268,305	(42,906)	(395,559)	(739,721)
	115.0%	1,178,865	835,903	492,940	188,619	(162,460)	(513,540)	(857,475)
	117.5%	1,055,928	714,503	373,077	67,492	(282,014)	(621,681)	(975,228)
	120.0%	932,992	593,103	253,214	(53,635)	(401,568)	(741,026)	(1,088,529)
	122.5%	810,055	471,703	171,599	(174,762)	(521,122)	(860,371)	(1,207,628)
	125.0%	687,119	350,303	48,899	(295,889)	(630,943)	(979,716)	(1,323,205)
	127.5%	564,182	228,904	(73,802)	(417,016)	(751,879)	(1,094,677)	(1,444,580)
	130.0%	441,246	145,139	(196,502)	(538,143)	(872,815)	(1,215,386)	(1,575,624)

		Build Costs						
Balance	507,754	100%	105%	110%	115%	120%	125%	130%
	0	720,828	487,249	253,669	55,657	(183,451)	(422,559)	(652,176)
	20	678,213	444,634	211,055	12,033	(227,074)	(466,182)	(696,304)
	40	635,599	402,019	207,518	(31,590)	(270,698)	(509,806)	(740,432)
	60	592,984	359,405	163,894	(75,213)	(314,321)	(553,429)	(784,559)
	80	550,369	316,790	120,271	(118,837)	(357,945)	(597,052)	(828,687)
CIL £psm	100	507,754	274,175	76,648	(162,460)	(401,568)	(630,943)	(872,815)
	120	465,140	231,560	33,024	(206,083)	(445,191)	(675,070)	(916,942)
	140	422,525	228,509	(10,599)	(249,707)	(488,815)	(719,198)	(961,070)
	160	379,910	184,885	(54,222)	(293,330)	(532,438)	(763,326)	(1,005,198)
	180	337,295	141,262	(97,846)	(336,954)	(576,061)	(807,453)	(1,044,374)
	200	294,681	97,639	(141,469)	(380,577)	(609,709)	(851,581)	(1,089,006)
	220	252,066	54,015	(185,093)	(424,200)	(653,837)	(895,709)	(1,133,638)
	240	209,451	10,392	(228,716)	(467,824)	(697,964)	(939,836)	(1,178,270)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 37

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						40
AH Policy requirement %		65%	AH Target	35%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	15%	3.9	65%	9.1	33%	13
3 Bed houses	50%	13.0	20%	2.8	40%	16
4 Bed houses	25%	6.5	15%	2.1	22%	9
5 Bed houses	10%	2.6	0%	0.0	7%	3
1 Bed Apartment	0%	0.0	0%	0.0	0%	0
2 Bed Apartment	0%	0.0	0%	0.0	0%	0
Total number of units	100%	26.0	100%	14.0	100%	40
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	312.0	3,358	728.0	7,836	1,040.0	11,194
3 Bed houses	1,235.0	13,293	266.0	2,863	1,501.0	16,157
4 Bed houses	715.0	7,696	231.0	2,486	946.0	10,183
5 Bed houses	338.0	3,638	0.0	0	338.0	3,638
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	2,600.0	27,986	1,225.0	13,186	3,825.0	41,172
Open Market values (£) -	£ psm	£ psf	£		total MV £ (no AH)	
2 Bed houses	2,687.5	250	215,000		2,795,000	
3 Bed houses	2,947.4	274	280,000		4,424,000	
4 Bed houses	3,545.5	329	390,000		3,354,000	
5 Bed houses	3,846.2	357	500,000		1,300,000	
1 Bed Apartment	3,000.0	279	150,000		0	
2 Bed Apartment	3,230.8	300	210,000		0	
					11,873,000	
Affordable Housing -						
AH Tenure split	66% Affordable Rent		34% Intermediate			
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000 60%		135,000 63%			
3 Bed houses	145,000 52%		165,000 59%			
4 Bed houses	185,000 47%		195,000 50%			
5 Bed houses	210,000 42%		225,000 45%			
1 Bed Apartment	100,000 67%		110,000 73%			
2 Bed Apartment	115,000 55%		125,000 60%			

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GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	4	@	215,000	838,500
3 Bed houses	13	@	280,000	3,640,000
4 Bed houses	7	@	390,000	2,535,000
5 Bed houses	3	@	500,000	1,300,000
1 Bed Apartment	0	@	150,000	-
2 Bed Apartment	0	@	210,000	-
	26			8,313,500
Affordable Rented GDV -				
2 Bed houses	6	@	130,000	780,780
3 Bed houses	2	@	145,000	267,960
4 Bed houses	1	@	185,000	256,410
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	9			1,305,150
Intermediate GDV -				
2 Bed houses	3	@	135,000	417,690
3 Bed houses	1	@	165,000	157,080
4 Bed houses	1	@	195,000	139,230
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	5			714,000
	40 total			
Grant	14.0	AH units @	0	-
GDV				10,332,650

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

38,509 £ per unit

403 £ psm

1,540,350 £

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DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees and reports				(50,000)
Statutory Planning Fees				(15,400)
CIL	2,600 sqm (exc. AH)	100 £ psm	2.52%	(260,000)
Site Specific S106/278	40 units @	10,000 per unit		(400,000)
AH Commuted Sum	3,825 sqm	0 £ psm	0.00%	-
Construction Costs -				
Demolition and Site Clearance	2.82 acres @	0 per acre		-
2 Bed houses	1,040.0 sqm @	1,084.00 psm		(1,127,360)
3 Bed houses	1,501.0 sqm @	1,084.00 psm		(1,627,084)
4 Bed houses	946.0 sqm @	1,084.00 psm		(1,025,464)
5 Bed houses	338.0 sqm @	1,084.00 psm		(366,392)
1 Bed Apartment	- sqm @	1,084.00 psm		-
2 Bed Apartment	3,825.0 - sqm @	1,084.00 psm		-
External works	4,146,300 @	15%		(621,945)
	15,549 £per unit			
Contingency	4,768,245 @	5%		(238,412)
Professional Fees	4,768,245 @	9%		(429,142)
Disposal Costs -				
Sale Agents Costs	8,313,500 GDV @	1.00%		(83,135)
Sale Legal Costs	10,332,650 GDV @	0.50%		(51,663)
Marketing and Promotion	8,313,500 GDV @	3.00%		(249,405)
Finance Costs -				
Finance Fees	6,545,403 @	1.00%		(65,454)
Interest on Development Costs	7.00% APR	0.565% pcm		(59,182)
Developers Profit				
On private for sale	8,313,500	20.00%		(1,662,700)
On affordable housing pre-sale (blended)	2,019,150	6.00%		(121,149)
		17.26%		
TOTAL COSTS				(8,453,888)
RESIDUAL LAND VALUE				
Residual Land Value (gross)				1,878,762
SDLT	1,878,762 @			(93,938)
Acquisition Agent fees	1,878,762 @	1%		(18,788)
Acquisition Legal fees	1,878,762 @	0.5%		(9,394)
Interest on Land	1,878,762 @	7.0%		(131,513)
Residual Land Value (net)	40,628 per plot			1,625,129
TRESHOLD LAND VALUE				
Residential Density	35 dph			
Site Area	1.14 ha	2.82 acres		
	3,347 sqm/ha	14,579 sqft/ac		
Threshold Land Value	1,297,275 £ per ha	525,000 £ per acre		
	37,065 £ per plot			1,482,600
BALANCE				
Surplus/(Deficit)				142,529

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SENSITIVITY ANALYSIS								
		AH - % on site						
Balance	142,529	0%	10%	20%	30%	40%	50%	60%
	0	1,381,004	1,082,370	783,735	485,101	225,971	(79,731)	(385,434)
	20	1,309,979	1,018,447	726,916	435,384	182,348	(116,084)	(414,516)
	40	1,238,955	954,525	670,096	385,667	138,724	(152,437)	(443,598)
	60	1,167,930	890,603	613,276	335,949	95,101	(188,790)	(472,681)
	80	1,096,906	826,681	556,457	286,232	51,478	(225,143)	(501,763)
CIL £psm	100	1,025,881	762,759	499,637	236,515	7,854	(261,495)	(530,845)
	120	954,856	698,837	442,817	226,310	(35,769)	(297,848)	(559,927)
	140	883,832	634,915	385,998	175,416	(79,392)	(334,201)	(589,010)
	160	812,807	570,993	329,178	124,522	(123,016)	(370,554)	(608,098)
	180	741,783	507,071	272,358	73,628	(166,639)	(406,907)	(637,516)
	200	670,758	443,148	215,539	22,734	(210,263)	(443,260)	(666,935)
	220	599,734	379,226	197,567	(28,160)	(253,886)	(479,612)	(696,353)
	240	528,709	315,304	139,402	(79,053)	(297,509)	(515,965)	(725,772)

		AH commuted sum - £ psm						
Balance	142,529	0	50	100	150	200	250	300
	0							
	20							
	40							
	60							
	80							
CIL £psm	100							
	120							
	140							
	160							
	180							
	200							
	220							
	240							

		AH - % on site						
Balance	142,529	0%	10%	20%	30%	40%	50%	60%
	100.0%	1,025,881	762,759	499,637	236,515	7,854	(261,495)	(530,845)
	102.5%	902,945	641,359	379,774	156,077	(111,700)	(379,476)	(637,596)
	105.0%	780,008	519,959	259,911	34,950	(231,254)	(497,457)	(755,349)
	107.5%	657,072	398,560	178,454	(86,177)	(350,807)	(615,438)	(873,103)
	110.0%	534,135	277,160	55,754	(207,304)	(470,361)	(724,758)	(990,856)
Build Costs	112.5%	411,199	194,538	(66,947)	(328,431)	(589,915)	(844,103)	(1,104,336)
	115.0%	288,262	70,265	(189,647)	(449,558)	(700,531)	(963,447)	(1,223,435)
	117.5%	204,330	(54,009)	(312,347)	(570,685)	(821,467)	(1,078,223)	(1,339,369)
	120.0%	78,483	(178,282)	(435,047)	(682,670)	(942,403)	(1,198,932)	(1,460,923)
	122.5%	(47,363)	(302,555)	(557,747)	(805,197)	(1,058,548)	(1,315,958)	(1,593,485)
	125.0%	(173,209)	(426,828)	(671,174)	(927,725)	(1,180,866)	(1,438,917)	(1,728,060)
	127.5%	(299,055)	(551,101)	(795,292)	(1,045,311)	(1,299,130)	(1,571,253)	(1,862,635)
	130.0%	(424,901)	(666,042)	(919,411)	(1,169,238)	(1,423,567)	(1,707,647)	(1,997,211)

		Build Costs						
Balance	142,529	100%	105%	110%	115%	120%	125%	130%
	0	335,784	138,142	(102,539)	(343,220)	(583,901)	(816,975)	(1,055,614)
	20	289,618	90,883	(149,798)	(390,479)	(621,317)	(864,780)	(1,103,965)
	40	243,452	43,624	(197,057)	(437,738)	(669,122)	(912,585)	(1,152,316)
	60	237,046	(3,634)	(244,315)	(484,996)	(716,927)	(960,390)	(1,200,668)
	80	189,788	(50,893)	(291,574)	(532,255)	(764,732)	(1,008,195)	(1,249,019)
CIL £psm	100	142,529	(98,152)	(338,833)	(579,514)	(812,537)	(1,051,125)	(1,293,184)
	120	95,271	(145,410)	(386,091)	(616,878)	(860,342)	(1,099,476)	(1,342,628)
	140	48,012	(192,669)	(433,350)	(664,683)	(908,147)	(1,147,827)	(1,391,072)
	160	753	(239,928)	(480,609)	(712,488)	(955,952)	(1,196,179)	(1,441,063)
	180	(46,505)	(287,186)	(527,867)	(760,293)	(1,003,757)	(1,244,530)	(1,491,838)
	200	(93,764)	(334,445)	(575,126)	(808,098)	(1,046,635)	(1,288,594)	(1,546,472)
	220	(141,023)	(381,704)	(612,440)	(855,903)	(1,094,987)	(1,338,038)	(1,601,107)
	240	(188,281)	(428,962)	(660,245)	(903,708)	(1,143,338)	(1,386,431)	(1,655,741)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						40
AH Policy requirement %		50%	AH Target	50%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	15%	3.0	65%	13.0	40%	16
3 Bed houses	50%	10.0	20%	4.0	35%	14
4 Bed houses	25%	5.0	15%	3.0	20%	8
5 Bed houses	10%	2.0	0%	0.0	5%	2
1 Bed Apartment	0%	0.0	0%	0.0	0%	0
2 Bed Apartment	0%	0.0	0%	0.0	0%	0
Total number of units	100%	20.0	100%	20.0	100%	40
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	240.0	2,583	1,040.0	11,194	1,280.0	13,778
3 Bed houses	950.0	10,226	380.0	4,090	1,330.0	14,316
4 Bed houses	550.0	5,920	330.0	3,552	880.0	9,472
5 Bed houses	260.0	2,799	0.0	0	260.0	2,799
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	2,000.0	21,528	1,750.0	18,837	3,750.0	40,365
Open Market values (£) -	£ psm	£ psf	£		total MV £ (no AH)	
2 Bed houses	3,750.0	348	300,000		4,800,000	
3 Bed houses	4,105.3	381	390,000		5,460,000	
4 Bed houses	4,636.4	431	510,000		4,080,000	
5 Bed houses	5,076.9	472	660,000		1,320,000	
1 Bed Apartment	4,800.0	446	240,000		0	
2 Bed Apartment	4,615.4	429	300,000		0	
					15,660,000	
Affordable Housing -						
AH Tenure split	66%	Affordable Rent		34%	Intermediate	
RSL Transfer Values (£) -		(% of MV)		(% of MV)		
2 Bed houses	130,000	43%		135,000	45%	
3 Bed houses	145,000	37%		165,000	42%	
4 Bed houses	185,000	36%		195,000	38%	
5 Bed houses	210,000	32%		225,000	34%	
1 Bed Apartment	100,000	42%		110,000	46%	
2 Bed Apartment	115,000	38%		125,000	42%	

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GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	3	@	300,000	900,000
3 Bed houses	10	@	390,000	3,900,000
4 Bed houses	5	@	510,000	2,550,000
5 Bed houses	2	@	660,000	1,320,000
1 Bed Apartment	0	@	240,000	-
2 Bed Apartment	0	@	300,000	-
	20			8,670,000
Affordable Rented GDV -				
2 Bed houses	9	@	130,000	1,115,400
3 Bed houses	3	@	145,000	382,800
4 Bed houses	2	@	185,000	366,300
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	13			1,864,500
Intermediate GDV -				
2 Bed houses	4	@	135,000	596,700
3 Bed houses	1	@	165,000	224,400
4 Bed houses	1	@	195,000	198,900
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	7			1,020,000
	40 total			
Grant	20.0	AH units @	0	-
GDV				11,554,500

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

102,638 £ per unit

1,095 £ psm

4,105,500 £

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DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					(50,000)
Statutory Planning Fees					(15,400)
CIL	2,000 sqm (exc. AH)	100 £ psm		1.73%	(200,000)
Site Specific S106/278	40 units @	1,500 per unit			(60,000)
AH Commuted Sum	3,750 sqm	0 £ psm		0.00%	-
Construction Costs -					
Demolition and Site Clearance	2.82 acres @	50,000 per acre			(141,200)
2 Bed houses	1,280.0 sqm @	1,084.00 psm			(1,387,520)
3 Bed houses	1,330.0 sqm @	1,084.00 psm			(1,441,720)
4 Bed houses	880.0 sqm @	1,084.00 psm			(953,920)
5 Bed houses	260.0 sqm @	1,084.00 psm			(281,840)
1 Bed Apartment	- sqm @	1,084.00 psm			-
2 Bed Apartment	3,750.0 - sqm @	1,084.00 psm			-
External works	4,065,000 @	15%			(609,750)
	15,244 £per unit				
Contingency	4,674,750 @	5%			(233,738)
Professional Fees	4,674,750 @	9%			(420,728)
Disposal Costs -					
Sale Agents Costs	8,670,000 GDV @	1.00%			(86,700)
Sale Legal Costs	11,554,500 GDV @	0.50%			(57,773)
Marketing and Promotion	8,670,000 GDV @	3.00%			(260,100)
Finance Costs -					
Finance Fees	6,200,388 @	1.00%			(62,004)
Interest on Development Costs	7.00% APR		0.565% pcm		(36,598)
Developers Profit					
On private for sale	8,670,000	20.00%			(1,734,000)
On affordable housing pre-sale (blended)	2,884,500	6.00%			(173,070)
		16.50%			
TOTAL COSTS					(8,206,059)
RESIDUAL LAND VALUE					
Residual Land Value (gross)					3,348,441
SDLT	3,348,441 @				(234,391)
Acquisition Agent fees	3,348,441 @	1%			(33,484)
Acquisition Legal fees	3,348,441 @	0.5%			(16,742)
Interest on Land	3,348,441 @		7.0%		(234,391)
Residual Land Value (net)	70,736 per plot				2,829,433
TRESHOLD LAND VALUE					
Residential Density	35 dph				
Site Area	1.14 ha		2.82 acres		
	3,281 sqm/ha		14,293 sqft/ac		
Threshold Land Value	1,482,600 £ per ha		600,000 £ per acre		
	42,360 £ per plot				1,694,400
BALANCE					
Surplus/(Deficit)					1,135,033

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SENSITIVITY ANALYSIS								
		AH - % on site						
Balance	1,135,033	0%	10%	20%	30%	40%	50%	60%
	0	4,263,406	3,673,244	3,083,081	2,492,919	1,902,756	1,312,594	722,432
	20	4,192,382	3,609,322	3,026,262	2,443,202	1,860,142	1,277,082	694,022
	40	4,121,357	3,545,400	2,969,442	2,393,485	1,817,527	1,241,569	665,612
	60	4,050,333	3,481,478	2,912,622	2,343,767	1,774,912	1,206,057	637,202
	80	3,979,308	3,417,555	2,855,803	2,294,050	1,732,297	1,170,545	608,792
CIL £psm	100	3,908,283	3,353,633	2,798,983	2,244,333	1,689,683	1,135,033	580,382
	120	3,837,259	3,289,711	2,742,163	2,194,616	1,647,068	1,099,520	551,973
	140	3,766,234	3,225,789	2,685,344	2,144,899	1,604,453	1,064,008	523,563
	160	3,695,210	3,161,867	2,628,524	2,095,181	1,561,839	1,028,496	495,153
	180	3,624,185	3,097,945	2,571,704	2,045,464	1,519,224	992,983	466,743
	200	3,553,161	3,034,023	2,514,885	1,995,747	1,476,609	957,471	438,333
	220	3,482,136	2,970,101	2,458,065	1,946,030	1,433,994	921,959	409,923
	240	3,411,111	2,906,178	2,401,246	1,896,313	1,391,380	886,447	381,514

		AH commuted sum - £ psm						
Balance	1,135,033	0	50	100	150	200	250	300
	0							
	20							
	40							
	60							
	80							
CIL £psm	100							
	120							
	140							
	160							
	180							
	200							
	220							
	240							

		AH - % on site						
Balance	1,135,033	0%	10%	20%	30%	40%	50%	60%
	100.0%	3,908,283	3,353,633	2,798,983	2,244,333	1,689,683	1,135,033	580,382
	102.5%	3,785,347	3,232,233	2,679,120	2,126,007	1,572,893	1,019,780	466,666
	105.0%	3,662,410	3,110,834	2,559,257	2,007,680	1,456,103	904,527	352,950
	107.5%	3,539,474	2,989,434	2,439,394	1,889,354	1,339,314	789,274	239,234
	110.0%	3,416,537	2,868,034	2,319,531	1,771,027	1,222,524	674,021	125,517
Build Costs	112.5%	3,293,601	2,746,634	2,199,668	1,652,701	1,105,734	558,768	11,801
	115.0%	3,170,664	2,625,235	2,079,805	1,534,375	988,945	443,515	(64,223)
	117.5%	3,047,728	2,503,835	1,959,942	1,416,048	872,155	328,262	(180,631)
	120.0%	2,924,792	2,382,435	1,840,078	1,297,722	755,365	213,009	(297,039)
	122.5%	2,801,855	2,261,035	1,720,215	1,179,396	638,576	97,756	(413,447)
	125.0%	2,678,919	2,139,635	1,600,352	1,061,069	521,786	22,193	(529,854)
	127.5%	2,555,982	2,018,236	1,480,489	942,743	404,996	(95,788)	(646,262)
	130.0%	2,433,046	1,896,836	1,360,626	824,416	288,207	(213,769)	(762,670)

		Build Costs						
Balance	1,135,033	100%	105%	110%	115%	120%	125%	130%
	0	1,312,594	1,082,088	851,582	621,076	390,570	160,064	(32,005)
	20	1,277,082	1,046,576	816,070	585,564	355,058	124,552	(68,358)
	40	1,241,569	1,011,063	780,558	550,052	319,546	89,040	(104,710)
	60	1,206,057	975,551	745,045	514,539	284,033	53,527	(141,063)
	80	1,170,545	940,039	709,533	479,027	248,521	18,015	(177,416)
CIL £psm	100	1,135,033	904,527	674,021	443,515	213,009	22,193	(213,769)
	120	1,099,520	869,014	638,508	408,002	177,497	(14,160)	(250,122)
	140	1,064,008	833,502	602,996	372,490	141,984	(50,513)	(286,474)
	160	1,028,496	797,990	567,484	336,978	106,472	(86,866)	(322,827)
	180	992,983	762,477	531,972	301,466	70,960	(123,218)	(359,180)
	200	957,471	726,965	496,459	265,953	35,447	(159,571)	(395,533)
	220	921,959	691,453	460,947	230,441	(65)	(195,924)	(431,886)
	240	886,447	655,941	425,435	194,929	3,685	(232,277)	(468,238)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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Scheme 39

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						40
AH Policy requirement %		60%	AH Target	40%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	15%	3.6	65%	10.4	35%	14
3 Bed houses	50%	12.0	20%	3.2	38%	15
4 Bed houses	25%	6.0	15%	2.4	21%	8
5 Bed houses	10%	2.4	0%	0.0	6%	2
1 Bed Apartment	0%	0.0	0%	0.0	0%	0
2 Bed Apartment	0%	0.0	0%	0.0	0%	0
Total number of units	100%	24.0	100%	16.0	100%	40
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	288.0	3,100	832.0	8,956	1,120.0	12,056
3 Bed houses	1,140.0	12,271	304.0	3,272	1,444.0	15,543
4 Bed houses	660.0	7,104	264.0	2,842	924.0	9,946
5 Bed houses	312.0	3,358	0.0	0	312.0	3,358
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	2,400.0	25,833	1,400.0	15,069	3,800.0	40,903
Open Market values (£) -	£ psm	£ psf	£		total MV £ (no AH)	
2 Bed houses	2,875.0	267	230,000		3,220,000	
3 Bed houses	3,368.4	313	320,000		4,864,000	
4 Bed houses	3,818.2	355	420,000		3,528,000	
5 Bed houses	4,230.8	393	550,000		1,320,000	
1 Bed Apartment	4,200.0	390	210,000		0	
2 Bed Apartment	3,538.5	329	230,000		0	
					12,932,000	
Affordable Housing -						
AH Tenure split	66% Affordable Rent		34% Intermediate			
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000 57%		135,000 59%			
3 Bed houses	145,000 45%		165,000 52%			
4 Bed houses	185,000 44%		195,000 46%			
5 Bed houses	210,000 38%		225,000 41%			
1 Bed Apartment	100,000 48%		110,000 52%			
2 Bed Apartment	115,000 50%		125,000 54%			

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GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	4	@	230,000	828,000
3 Bed houses	12	@	320,000	3,840,000
4 Bed houses	6	@	420,000	2,520,000
5 Bed houses	2	@	550,000	1,320,000
1 Bed Apartment	0	@	210,000	-
2 Bed Apartment	0	@	230,000	-
	24			8,508,000
Affordable Rented GDV -				
2 Bed houses	7	@	130,000	892,320
3 Bed houses	2	@	145,000	306,240
4 Bed houses	2	@	185,000	293,040
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	11			1,491,600
Intermediate GDV -				
2 Bed houses	4	@	135,000	477,360
3 Bed houses	1	@	165,000	179,520
4 Bed houses	1	@	195,000	159,120
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	5			816,000
	40 total			
Grant	16.0	AH units @	0	-
GDV				10,815,600

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

52,910 £ per unit

557 £ psm

2,116,400 £

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Scheme 39

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					(50,000)
Statutory Planning Fees					(15,400)
CIL	2,400 sqm (exc. AH)	100 £ psm	2.22%		(240,000)
Site Specific S106/278	40 units @	1,500 per unit			(60,000)
AH Commuted Sum	3,800 sqm	0 £ psm	0.00%		-
Construction Costs -					
Demolition and Site Clearance	2.82 acres @	50,000 per acre			(141,200)
2 Bed houses	1,120.0 sqm @	1,084.00 psm			(1,214,080)
3 Bed houses	1,444.0 sqm @	1,084.00 psm			(1,565,296)
4 Bed houses	924.0 sqm @	1,084.00 psm			(1,001,616)
5 Bed houses	312.0 sqm @	1,084.00 psm			(338,208)
1 Bed Apartment	- sqm @	1,084.00 psm			-
2 Bed Apartment	3,800.0 - sqm @	1,084.00 psm			-
External works	4,119,200 @	15%			(617,880)
	15,447 £per unit				
Contingency	4,737,080 @	5%			(236,854)
Professional Fees	4,737,080 @	9%			(426,337)
Disposal Costs -					
Sale Agents Costs	8,508,000 GDV @	1.00%			(85,080)
Sale Legal Costs	10,815,600 GDV @	0.50%			(54,078)
Marketing and Promotion	8,508,000 GDV @	3.00%			(255,240)
Finance Costs -					
Finance Fees	6,301,269 @	1.00%			(63,013)
Interest on Development Costs	7.00% APR	0.565% pcm			(44,072)
Developers Profit					
On private for sale	8,508,000	20.00%			(1,701,600)
On affordable housing pre-sale (blended)	2,307,600	6.00%			(138,456)
		17.01%			
TOTAL COSTS					(8,248,410)
RESIDUAL LAND VALUE					
Residual Land Value (gross)					2,567,190
SDLT	2,567,190 @				(179,703)
Acquisition Agent fees	2,567,190 @	1%			(25,672)
Acquisition Legal fees	2,567,190 @	0.5%			(12,836)
Interest on Land	2,567,190 @	7.0%			(179,703)
Residual Land Value (net)	54,232 per plot				2,169,275
TRESHOLD LAND VALUE					
Residential Density	35 dph				
Site Area	1.14 ha	2.82 acres			
	3,325 sqm/ha	14,484 sqft/ac			
Threshold Land Value	1,482,600 £ per ha	600,000 £ per acre			
	42,360 £ per plot				1,694,400
BALANCE					
Surplus/(Deficit)					474,875

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SENSITIVITY ANALYSIS								
		AH - % on site						
Balance	474,875	0%	10%	20%	30%	40%	50%	60%
	0	2,238,727	1,851,033	1,463,338	1,075,644	687,949	300,254	(49,406)
	20	2,167,703	1,787,111	1,406,518	1,025,926	645,334	264,742	(78,488)
	40	2,096,678	1,723,188	1,349,699	976,209	602,720	229,230	(107,570)
	60	2,025,654	1,659,266	1,292,879	926,492	560,105	193,718	(136,652)
	80	1,954,629	1,595,344	1,236,059	876,775	517,490	158,205	(165,735)
CIL £psm	100	1,883,604	1,531,422	1,179,240	827,058	474,875	122,693	(194,817)
	120	1,812,580	1,467,500	1,122,420	777,340	432,261	87,181	(223,899)
	140	1,741,555	1,403,578	1,065,601	727,623	389,646	51,668	(252,981)
	160	1,670,531	1,339,656	1,008,781	677,906	347,031	16,156	(282,064)
	180	1,599,506	1,275,734	951,961	628,189	304,416	20,290	(311,146)
	200	1,528,482	1,211,812	895,142	578,472	261,802	(16,063)	(340,228)
	220	1,457,457	1,147,889	838,322	528,754	219,187	(52,416)	(369,310)
	240	1,386,432	1,083,967	781,502	479,037	176,572	(88,769)	(398,393)

		AH commuted sum - £ psm						
Balance	474,875	0	50	100	150	200	250	300
	0							
	20							
	40							
	60							
	80							
CIL £psm	100							
	120							
	140							
	160							
	180							
	200							
	220							
	240							

		AH - % on site						
Balance	474,875	0%	10%	20%	30%	40%	50%	60%
	100.0%	1,883,604	1,531,422	1,179,240	827,058	474,875	122,693	(194,817)
	102.5%	1,760,668	1,410,022	1,059,377	708,731	358,086	7,440	(311,225)
	105.0%	1,637,731	1,288,623	939,514	590,405	241,296	(70,261)	(427,632)
	107.5%	1,514,795	1,167,223	819,651	472,078	124,506	(188,241)	(544,040)
	110.0%	1,391,858	1,045,823	699,788	353,752	7,717	(306,222)	(660,448)
Build Costs	112.5%	1,268,922	924,423	579,924	235,426	(71,551)	(424,203)	(776,856)
	115.0%	1,145,985	803,023	460,061	117,099	(191,104)	(542,184)	(884,002)
	117.5%	1,023,049	681,624	340,198	(1,227)	(310,658)	(660,165)	(1,001,755)
	120.0%	900,112	560,224	220,335	(82,279)	(430,212)	(778,146)	(1,119,509)
	122.5%	777,176	438,824	100,472	(203,406)	(549,766)	(886,898)	(1,237,262)
	125.0%	654,239	317,424	20,254	(324,533)	(669,320)	(1,006,243)	(1,351,137)
	127.5%	531,303	196,024	(102,446)	(445,660)	(788,874)	(1,125,587)	(1,470,236)
	130.0%	408,366	74,625	(225,146)	(566,787)	(899,342)	(1,244,932)	(1,585,774)

		Build Costs						
Balance	474,875	100%	105%	110%	115%	120%	125%	130%
	0	687,949	454,370	220,790	27,012	(212,095)	(451,203)	(690,311)
	20	645,334	411,755	178,176	(16,611)	(255,719)	(494,827)	(733,934)
	40	602,720	369,140	135,561	(60,234)	(299,342)	(538,450)	(777,558)
	60	560,105	326,525	92,946	(103,858)	(342,966)	(582,073)	(821,181)
	80	517,490	283,911	50,331	(147,481)	(386,589)	(625,697)	(855,214)
CIL £psm	100	474,875	241,296	7,717	(191,104)	(430,212)	(669,320)	(899,342)
	120	432,261	198,681	4,380	(234,728)	(473,836)	(712,944)	(943,469)
	140	389,646	156,066	(39,243)	(278,351)	(517,459)	(756,567)	(987,597)
	160	347,031	113,452	(82,867)	(321,975)	(561,082)	(800,190)	(1,031,725)
	180	304,416	70,837	(126,490)	(365,598)	(604,706)	(833,980)	(1,075,852)
	200	261,802	28,222	(170,113)	(409,221)	(648,329)	(878,108)	(1,119,980)
	220	219,187	25,371	(213,737)	(452,845)	(691,953)	(922,236)	(1,164,108)
	240	176,572	(18,252)	(257,360)	(496,468)	(735,576)	(966,363)	(1,208,235)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 40

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						40
AH Policy requirement %		65%	AH Target	35%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	15%	3.9	65%	9.1	33%	13
3 Bed houses	50%	13.0	20%	2.8	40%	16
4 Bed houses	25%	6.5	15%	2.1	22%	9
5 Bed houses	10%	2.6	0%	0.0	7%	3
1 Bed Apartment	0%	0.0	0%	0.0	0%	0
2 Bed Apartment	0%	0.0	0%	0.0	0%	0
Total number of units	100%	26.0	100%	14.0	100%	40
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	312.0	3,358	728.0	7,836	1,040.0	11,194
3 Bed houses	1,235.0	13,293	266.0	2,863	1,501.0	16,157
4 Bed houses	715.0	7,696	231.0	2,486	946.0	10,183
5 Bed houses	338.0	3,638	0.0	0	338.0	3,638
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	2,600.0	27,986	1,225.0	13,186	3,825.0	41,172
Open Market values (£) -	£ psm	£ psf	£		total MV £ (no AH)	
2 Bed houses	2,687.5	250	215,000		2,795,000	
3 Bed houses	2,947.4	274	280,000		4,424,000	
4 Bed houses	3,545.5	329	390,000		3,354,000	
5 Bed houses	3,846.2	357	500,000		1,300,000	
1 Bed Apartment	3,000.0	279	150,000		0	
2 Bed Apartment	3,230.8	300	210,000		0	
					11,873,000	
Affordable Housing -						
AH Tenure split	66% Affordable Rent		34% Intermediate			
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000 60%		135,000 63%			
3 Bed houses	145,000 52%		165,000 59%			
4 Bed houses	185,000 47%		195,000 50%			
5 Bed houses	210,000 42%		225,000 45%			
1 Bed Apartment	100,000 67%		110,000 73%			
2 Bed Apartment	115,000 55%		125,000 60%			

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Scheme 40

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	4	@	215,000	838,500
3 Bed houses	13	@	280,000	3,640,000
4 Bed houses	7	@	390,000	2,535,000
5 Bed houses	3	@	500,000	1,300,000
1 Bed Apartment	0	@	150,000	-
2 Bed Apartment	0	@	210,000	-
	26			8,313,500
Affordable Rented GDV -				
2 Bed houses	6	@	130,000	780,780
3 Bed houses	2	@	145,000	267,960
4 Bed houses	1	@	185,000	256,410
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	9			1,305,150
Intermediate GDV -				
2 Bed houses	3	@	135,000	417,690
3 Bed houses	1	@	165,000	157,080
4 Bed houses	1	@	195,000	139,230
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	5			714,000
	40 total			
Grant	14.0	AH units @	0	-
GDV				10,332,650

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

38,509 £ per unit

403 £ psm

1,540,350 £

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Scheme 40

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					(50,000)
Statutory Planning Fees					(15,400)
CIL	2,600 sqm (exc. AH)	100 £ psm	2.52%		(260,000)
Site Specific S106/278	40 units @	1,500 per unit			(60,000)
AH Commuted Sum	3,825 sqm	0 £ psm	0.00%		-
Construction Costs -					
Demolition and Site Clearance	2.82 acres @	50,000 per acre			(141,200)
2 Bed houses	1,040.0 sqm @	1,084.00 psm			(1,127,360)
3 Bed houses	1,501.0 sqm @	1,084.00 psm			(1,627,084)
4 Bed houses	946.0 sqm @	1,084.00 psm			(1,025,464)
5 Bed houses	338.0 sqm @	1,084.00 psm			(366,392)
1 Bed Apartment	- sqm @	1,084.00 psm			-
2 Bed Apartment	3,825.0 - sqm @	1,084.00 psm			-
External works	4,146,300 @	15%			(621,945)
	15,549 £per unit				
Contingency	4,768,245 @	5%			(238,412)
Professional Fees	4,768,245 @	9%			(429,142)
Disposal Costs -					
Sale Agents Costs	8,313,500 GDV @	1.00%			(83,135)
Sale Legal Costs	10,332,650 GDV @	0.50%			(51,663)
Marketing and Promotion	8,313,500 GDV @	3.00%			(249,405)
Finance Costs -					
Finance Fees	6,346,603 @	1.00%			(63,466)
Interest on Development Costs	7.00% APR	0.565% pcm			(48,230)
Developers Profit					
On private for sale	8,313,500	20.00%			(1,662,700)
On affordable housing pre-sale (blended)	2,019,150	6.00%			(121,149)
		17.26%			
TOTAL COSTS					(8,242,147)
RESIDUAL LAND VALUE					
Residual Land Value (gross)					2,090,503
SDLT	2,090,503 @				(146,335)
Acquisition Agent fees	2,090,503 @	1%			(20,905)
Acquisition Legal fees	2,090,503 @	0.5%			(10,453)
Interest on Land	2,090,503 @	7.0%			(146,335)
Residual Land Value (net)	44,162 per plot				1,766,475
TRESHOLD LAND VALUE					
Residential Density	35 dph				
Site Area	1.14 ha	2.82 acres			
	3,347 sqm/ha	14,579 sqft/ac			
Threshold Land Value	1,482,600 £ per ha	600,000 £ per acre			
	42,360 £ per plot				1,694,400
BALANCE					
Surplus/(Deficit)					72,075

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SENSITIVITY ANALYSIS								
		AH - % on site						
Balance	72,075	0%	10%	20%	30%	40%	50%	60%
	0	1,348,125	1,049,490	750,856	452,222	153,587	(108,376)	(414,078)
	20	1,277,100	985,568	694,036	402,505	110,973	(144,729)	(443,161)
	40	1,206,076	921,646	637,217	352,787	68,358	(181,081)	(472,243)
	60	1,135,051	857,724	580,397	303,070	25,743	(217,434)	(501,325)
	80	1,064,026	793,802	523,577	253,353	22,833	(253,787)	(530,407)
CIL £psm	100	993,002	729,880	466,758	203,636	(20,790)	(290,140)	(559,490)
	120	921,977	665,958	409,938	153,919	(64,413)	(326,493)	(588,572)
	140	850,953	602,036	353,119	104,201	(108,037)	(362,845)	(617,654)
	160	779,928	538,114	296,299	54,484	(151,660)	(399,198)	(646,736)
	180	708,904	474,191	239,479	4,767	(195,284)	(435,551)	(675,819)
	200	637,879	410,269	182,660	(5,910)	(238,907)	(471,904)	(704,901)
	220	566,854	346,347	125,840	(56,804)	(282,530)	(508,257)	(733,983)
	240	495,830	282,425	69,020	(107,698)	(326,154)	(544,609)	(763,065)

		AH commuted sum - £ psm						
Balance	72,075	0	50	100	150	200	250	300
	0							
	20							
	40							
	60							
	80							
CIL £psm	100							
	120							
	140							
	160							
	180							
	200							
	220							
	240							

		AH - % on site						
Balance	72,075	0%	10%	20%	30%	40%	50%	60%
	100.0%	993,002	729,880	466,758	203,636	(20,790)	(290,140)	(559,490)
	102.5%	870,065	608,480	346,895	85,309	(140,344)	(408,121)	(675,897)
	105.0%	747,129	487,080	227,032	6,306	(259,898)	(526,101)	(792,305)
	107.5%	624,192	365,680	107,169	(114,821)	(379,452)	(644,082)	(899,630)
	110.0%	501,256	244,281	27,109	(235,948)	(499,006)	(762,063)	(1,017,383)
Build Costs	112.5%	378,319	122,881	(95,591)	(357,075)	(618,560)	(870,629)	(1,135,137)
	115.0%	255,383	1,481	(218,291)	(478,202)	(738,114)	(989,974)	(1,252,890)
	117.5%	132,446	(82,653)	(340,991)	(599,329)	(847,994)	(1,109,319)	(1,366,944)
	120.0%	9,510	(206,926)	(463,691)	(720,456)	(968,930)	(1,228,664)	(1,481,334)
	122.5%	(76,007)	(331,199)	(586,391)	(831,724)	(1,089,866)	(1,344,050)	(1,602,117)
	125.0%	(201,853)	(455,472)	(709,091)	(954,251)	(1,210,802)	(1,464,759)	(1,728,119)
	127.5%	(327,700)	(579,745)	(821,819)	(1,076,779)	(1,327,594)	(1,581,775)	(1,862,695)
	130.0%	(453,546)	(704,019)	(945,938)	(1,199,306)	(1,449,912)	(1,707,706)	(1,997,270)

		Build Costs						
Balance	72,075	100%	105%	110%	115%	120%	125%	130%
	0	302,905	67,789	(131,184)	(371,865)	(612,546)	(843,502)	(1,086,965)
	20	256,739	21,623	(178,442)	(419,123)	(659,804)	(891,307)	(1,134,770)
	40	210,573	14,980	(225,701)	(466,382)	(707,063)	(939,112)	(1,182,575)
	60	164,407	(32,279)	(272,960)	(513,641)	(754,322)	(986,917)	(1,230,380)
	80	118,241	(79,537)	(320,218)	(560,899)	(801,580)	(1,034,722)	(1,273,429)
CIL £psm	100	72,075	(126,796)	(367,477)	(608,158)	(839,064)	(1,082,527)	(1,321,780)
	120	25,909	(174,055)	(414,736)	(655,417)	(886,869)	(1,130,332)	(1,370,131)
	140	19,368	(221,313)	(461,994)	(702,675)	(934,674)	(1,178,137)	(1,418,483)
	160	(27,891)	(268,572)	(509,253)	(749,934)	(982,479)	(1,225,942)	(1,466,834)
	180	(75,150)	(315,831)	(556,512)	(797,193)	(1,030,284)	(1,268,939)	(1,511,135)
	200	(122,408)	(363,089)	(603,770)	(834,625)	(1,078,089)	(1,317,291)	(1,560,579)
	220	(169,667)	(410,348)	(651,029)	(882,430)	(1,125,894)	(1,365,642)	(1,609,091)
	240	(216,926)	(457,607)	(698,288)	(930,235)	(1,173,699)	(1,413,993)	(1,659,081)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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Scheme 41

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						100
AH Policy requirement %		50%	AH Target	50%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	25%	12.5	65%	32.5	45%	45
3 Bed houses	45%	22.5	20%	10.0	33%	33
4 Bed houses	20%	10.0	15%	7.5	18%	18
5 Bed houses	10%	5.0	0%	0.0	5%	5
1 Bed Apartment	0%	0.0	0%	0.0	0%	0
2 Bed Apartment	0%	0.0	0%	0.0	0%	0
Total number of units	100%	50.0	100%	50.0	100%	100
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	1,000.0	10,764	2,600.0	27,986	3,600.0	38,750
3 Bed houses	2,137.5	23,008	950.0	10,226	3,087.5	33,234
4 Bed houses	1,100.0	11,840	825.0	8,880	1,925.0	20,721
5 Bed houses	650.0	6,997	0.0	0	650.0	6,997
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	4,887.5	52,609	4,375.0	47,092	9,262.5	99,701
Open Market values (£) -	£ psm	£ psf	£		total MV £ (no AH)	
2 Bed houses	3,750.0	348	300,000		13,500,000	
3 Bed houses	4,105.3	381	390,000		12,675,000	
4 Bed houses	4,636.4	431	510,000		8,925,000	
5 Bed houses	5,076.9	472	660,000		3,300,000	
1 Bed Apartment	4,800.0	446	240,000		0	
2 Bed Apartment	4,615.4	429	300,000		0	
					38,400,000	
Affordable Housing -						
AH Tenure split	66% Affordable Rent		34% Intermediate			
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000 43%		135,000 45%			
3 Bed houses	145,000 37%		165,000 42%			
4 Bed houses	185,000 36%		195,000 38%			
5 Bed houses	210,000 32%		225,000 34%			
1 Bed Apartment	100,000 42%		110,000 46%			
2 Bed Apartment	115,000 38%		125,000 42%			

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GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	13	@	300,000	3,750,000
3 Bed houses	23	@	390,000	8,775,000
4 Bed houses	10	@	510,000	5,100,000
5 Bed houses	5	@	660,000	3,300,000
1 Bed Apartment	0	@	240,000	-
2 Bed Apartment	0	@	300,000	-
	50			20,925,000
Affordable Rented GDV -				
2 Bed houses	21	@	130,000	2,788,500
3 Bed houses	7	@	145,000	957,000
4 Bed houses	5	@	185,000	915,750
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	33			4,661,250
Intermediate GDV -				
2 Bed houses	11	@	135,000	1,491,750
3 Bed houses	3	@	165,000	561,000
4 Bed houses	3	@	195,000	497,250
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	17			2,550,000
	100 total			
Grant	50.0	AH units @	0	-
GDV				28,136,250

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

102,638 £ per unit

1,108 £ psm

10,263,750 £

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Scheme 41

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees and reports				(75,000)
Statutory Planning Fees				(24,799)
CIL	4,888 sqm (exc. AH)	100 £ psm	1.74%	(488,750)
Site Specific S106/278	100 units @	10,000 per unit		(1,000,000)
AH Commuted Sum	9,263 sqm	0 £ psm	0.00%	-
Construction Costs -				
Demolition and Site Clearance	7.06 acres @	0 per acre		-
2 Bed houses	3,600.0 sqm @	1,084.00 psm		(3,902,400)
3 Bed houses	3,087.5 sqm @	1,084.00 psm		(3,346,850)
4 Bed houses	1,925.0 sqm @	1,084.00 psm		(2,086,700)
5 Bed houses	650.0 sqm @	1,084.00 psm		(704,600)
1 Bed Apartment	- sqm @	1,084.00 psm		-
2 Bed Apartment	9,262.5 - sqm @	1,084.00 psm		-
External works	10,040,550 @	15%		(1,506,083)
	15,061 £per unit			
Contingency	11,546,633 @	5%		(577,332)
Professional Fees	11,546,633 @	9%		(1,039,197)
Disposal Costs -				
Sale Agents Costs	20,925,000 GDV @	1.00%		(209,250)
Sale Legal Costs	28,136,250 GDV @	0.50%		(140,681)
Marketing and Promotion	20,925,000 GDV @	3.00%		(627,750)
Finance Costs -				
Finance Fees	15,729,391 @	1.00%		(157,294)
Interest on Development Costs	7.00% APR	0.565% pcm		(64,038)
Developers Profit				
On private for sale	20,925,000	20.00%		(4,185,000)
On affordable housing pre-sale (blended)	7,211,250	6.00%		(432,675)
		16.41%		
TOTAL COSTS				(20,568,398)
RESIDUAL LAND VALUE				
Residual Land Value (gross)				7,567,852
SDLT	7,567,852 @			(529,750)
Acquisition Agent fees	7,567,852 @	1%		(75,679)
Acquisition Legal fees	7,567,852 @	0.5%		(37,839)
Interest on Land	7,567,852 @	7.0%		(529,750)
Residual Land Value (net)	63,948 per plot			6,394,835
TRESHOLD LAND VALUE				
Residential Density	35 dph			
Site Area	2.86 ha	7.06 acres		
	3,242 sqm/ha	14,122 sqft/ac		
Threshold Land Value	555,975 £ per ha	225,000 £ per acre		
	15,885 £ per plot			1,588,500
BALANCE				
Surplus/(Deficit)				4,806,335

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SENSITIVITY ANALYSIS								
		AH - % on site						
Balance	4,806,335	0%	10%	20%	30%	40%	50%	60%
	0	12,248,512	10,846,860	9,445,207	8,043,555	6,641,903	5,240,250	3,838,598
	20	12,074,946	10,690,650	9,306,354	7,922,059	6,537,763	5,153,467	3,769,172
	40	11,901,379	10,534,440	9,167,501	7,800,562	6,433,623	5,066,684	3,699,745
	60	11,727,813	10,378,231	9,028,648	7,679,066	6,329,483	4,979,901	3,630,319
	80	11,554,247	10,222,021	8,889,795	7,557,569	6,225,344	4,893,118	3,560,892
CIL Epsm	100	11,380,680	10,065,811	8,750,942	7,436,073	6,121,204	4,806,335	3,491,466
	120	11,207,114	9,909,602	8,612,089	7,314,577	6,017,064	4,719,552	3,422,039
	140	11,033,548	9,753,392	8,473,236	7,193,080	5,912,924	4,632,768	3,352,613
	160	10,859,981	9,597,182	8,334,383	7,071,584	5,808,785	4,545,985	3,283,186
	180	10,686,415	9,440,973	8,195,530	6,950,087	5,704,645	4,459,202	3,213,760
	200	10,512,849	9,284,763	8,056,677	6,828,591	5,600,505	4,372,419	3,144,333
	220	10,339,283	9,128,553	7,917,824	6,707,095	5,496,365	4,285,636	3,074,907
	240	10,165,716	8,972,344	7,778,971	6,585,598	5,392,225	4,198,853	3,005,480

		AH commuted sum - £ psm						
Balance	4,806,335	0	50	100	150	200	250	300
	0							
	20							
	40							
	60							
	80							
CIL Epsm	100							
	120							
	140							
	160							
	180							
	200							
	220							
	240							

		AH - % on site						
Balance	4,806,335	0%	10%	20%	30%	40%	50%	60%
	100.0%	11,380,680	10,065,811	8,750,942	7,436,073	6,121,204	4,806,335	3,491,466
	102.5%	11,082,212	9,770,473	8,458,733	7,146,994	5,835,255	4,523,515	3,211,776
	105.0%	10,783,744	9,475,134	8,166,525	6,857,915	5,549,305	4,240,695	2,932,086
	107.5%	10,485,276	9,179,796	7,874,316	6,568,836	5,263,356	3,957,876	2,652,396
	110.0%	10,186,807	8,884,457	7,582,107	6,279,757	4,977,406	3,675,056	2,372,706
Build Costs	112.5%	9,888,339	8,589,119	7,289,898	5,990,678	4,691,457	3,392,237	2,093,016
	115.0%	9,589,871	8,293,780	6,997,689	5,701,599	4,405,508	3,109,417	1,813,326
	117.5%	9,291,403	7,998,442	6,705,481	5,412,520	4,119,558	2,826,597	1,533,636
	120.0%	8,992,935	7,703,103	6,413,272	5,123,440	3,833,609	2,543,778	1,253,946
	122.5%	8,694,466	7,407,765	6,121,063	4,834,361	3,547,660	2,260,958	974,256
	125.0%	8,395,998	7,112,426	5,828,854	4,545,282	3,261,710	1,978,138	694,566
	127.5%	8,097,530	6,817,088	5,536,645	4,256,203	2,975,761	1,695,319	414,877
	130.0%	7,799,062	6,521,749	5,244,437	3,967,124	2,689,812	1,412,499	135,187

		Build Costs						
Balance	4,806,335	100%	105%	110%	115%	120%	125%	130%
	0	5,240,250	4,674,611	4,108,972	3,543,333	2,977,693	2,412,054	1,846,415
	20	5,153,467	4,587,828	4,022,189	3,456,550	2,890,910	2,325,271	1,759,632
	40	5,066,684	4,501,045	3,935,406	3,369,766	2,804,127	2,238,488	1,672,849
	60	4,979,901	4,414,262	3,848,623	3,282,983	2,717,344	2,151,705	1,586,065
	80	4,893,118	4,327,479	3,761,839	3,196,200	2,630,561	2,064,922	1,499,282
CIL Epsm	100	4,806,335	4,240,695	3,675,056	3,109,417	2,543,778	1,978,138	1,412,499
	120	4,719,552	4,153,912	3,588,273	3,022,634	2,456,995	1,891,355	1,325,716
	140	4,632,768	4,067,129	3,501,490	2,935,851	2,370,211	1,804,572	1,238,933
	160	4,545,985	3,980,346	3,414,707	2,849,068	2,283,428	1,717,789	1,152,150
	180	4,459,202	3,893,563	3,327,924	2,762,284	2,196,645	1,631,006	1,065,367
	200	4,372,419	3,806,780	3,241,140	2,675,501	2,109,862	1,544,223	978,583
	220	4,285,636	3,719,997	3,154,357	2,588,718	2,023,079	1,457,440	891,800
	240	4,198,853	3,633,213	3,067,574	2,501,935	1,936,296	1,370,656	805,017

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 42

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						100
AH Policy requirement %		60%	AH Target	40%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	25%	15.0	65%	26.0	41%	41
3 Bed houses	45%	27.0	20%	8.0	35%	35
4 Bed houses	20%	12.0	15%	6.0	18%	18
5 Bed houses	10%	6.0	0%	0.0	6%	6
1 Bed Apartment	0%	0.0	0%	0.0	0%	0
2 Bed Apartment	0%	0.0	0%	0.0	0%	0
Total number of units	100%	60.0	100%	40.0	100%	100
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	1,200.0	12,917	2,080.0	22,389	3,280.0	35,306
3 Bed houses	2,565.0	27,609	760.0	8,181	3,325.0	35,790
4 Bed houses	1,320.0	14,208	660.0	7,104	1,980.0	21,313
5 Bed houses	780.0	8,396	0.0	0	780.0	8,396
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	5,865.0	63,130	3,500.0	37,674	9,365.0	100,804
Open Market values (£) -	£ psm	£ psf	£		total MV £ (no AH)	
2 Bed houses	2,875.0	267	230,000		9,430,000	
3 Bed houses	3,368.4	313	320,000		11,200,000	
4 Bed houses	3,818.2	355	420,000		7,560,000	
5 Bed houses	4,230.8	393	550,000		3,300,000	
1 Bed Apartment	4,200.0	390	210,000		0	
2 Bed Apartment	3,538.5	329	230,000		0	
					31,490,000	
Affordable Housing -						
AH Tenure split	66% Affordable Rent		34% Intermediate			
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000 57%		135,000 59%			
3 Bed houses	145,000 45%		165,000 52%			
4 Bed houses	185,000 44%		195,000 46%			
5 Bed houses	210,000 38%		225,000 41%			
1 Bed Apartment	100,000 48%		110,000 52%			
2 Bed Apartment	115,000 50%		125,000 54%			

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Scheme 42

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	15	@	230,000	3,450,000
3 Bed houses	27	@	320,000	8,640,000
4 Bed houses	12	@	420,000	5,040,000
5 Bed houses	6	@	550,000	3,300,000
1 Bed Apartment	0	@	210,000	-
2 Bed Apartment	0	@	230,000	-
	60			20,430,000
Affordable Rented GDV -				
2 Bed houses	17	@	130,000	2,230,800
3 Bed houses	5	@	145,000	765,600
4 Bed houses	4	@	185,000	732,600
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	26			3,729,000
Intermediate GDV -				
2 Bed houses	9	@	135,000	1,193,400
3 Bed houses	3	@	165,000	448,800
4 Bed houses	2	@	195,000	397,800
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	14			2,040,000
	100 total			
Grant	40.0	AH units @	0	-
GDV				26,199,000

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

52,910 £ per unit

565 £ psm

5,291,000 £

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 42

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees and reports				(75,000)
Statutory Planning Fees				(24,799)
CIL	5,865 sqm (exc. AH)	100 £ psm	2.24%	(586,500)
Site Specific S106/278	100 units @	10,000 per unit		(1,000,000)
AH Commuted Sum	9,365 sqm	0 £ psm	0.00%	-
Construction Costs -				
Demolition and Site Clearance	7.06 acres @	0 per acre		-
2 Bed houses	3,280.0 sqm @	1,084.00 psm		(3,555,520)
3 Bed houses	3,325.0 sqm @	1,084.00 psm		(3,604,300)
4 Bed houses	1,980.0 sqm @	1,084.00 psm		(2,146,320)
5 Bed houses	780.0 sqm @	1,084.00 psm		(845,520)
1 Bed Apartment	- sqm @	1,084.00 psm		-
2 Bed Apartment	9,365.0 - sqm @	1,084.00 psm		-
External works	10,151,660 @	15%		(1,522,749)
	15,227 £per unit			
Contingency	11,674,409 @	5%		(583,720)
Professional Fees	11,674,409 @	9%		(1,050,697)
Disposal Costs -				
Sale Agents Costs	20,430,000 GDV @	1.00%		(204,300)
Sale Legal Costs	26,199,000 GDV @	0.50%		(130,995)
Marketing and Promotion	20,430,000 GDV @	3.00%		(612,900)
Finance Costs -				
Finance Fees	15,943,320 @	1.00%		(159,433)
Interest on Development Costs	7.00% APR	0.565% pcm		(80,712)
Developers Profit				
On private for sale	20,430,000	20.00%		(4,086,000)
On affordable housing pre-sale (blended)	5,769,000	6.00%		(346,140)
		16.92%		
TOTAL COSTS				(20,615,606)
RESIDUAL LAND VALUE				
Residual Land Value (gross)				5,583,394
SDLT	5,583,394 @			(390,838)
Acquisition Agent fees	5,583,394 @	1%		(55,834)
Acquisition Legal fees	5,583,394 @	0.5%		(27,917)
Interest on Land	5,583,394 @	7.0%		(390,838)
Residual Land Value (net)	47,180 per plot			4,717,968
TRESHOLD LAND VALUE				
Residential Density	35 dph			
Site Area	2.86 ha	7.06 acres		
	3,278 sqm/ha	14,278 sqft/ac		
Threshold Land Value	555,975 £ per ha	225,000 £ per acre		
	15,885 £ per plot			1,588,500
BALANCE				
Surplus/(Deficit)				3,129,468

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Scheme 42

SENSITIVITY ANALYSIS								
		AH - % on site						
Balance	3,129,468	0%	10%	20%	30%	40%	50%	60%
	0	7,262,286	6,359,256	5,456,226	4,553,197	3,650,167	2,747,137	1,844,108
	20	7,088,719	6,203,046	5,317,373	4,431,700	3,546,027	2,660,354	1,774,681
	40	6,915,153	6,046,837	5,178,520	4,310,204	3,441,887	2,573,571	1,705,255
	60	6,741,587	5,890,627	5,039,667	4,188,707	3,337,748	2,486,788	1,635,828
	80	6,568,020	5,734,417	4,900,814	4,067,211	3,233,608	2,400,005	1,566,402
CIL Epsm	100	6,394,454	5,578,208	4,761,961	3,945,715	3,129,468	2,313,222	1,496,975
	120	6,220,888	5,421,998	4,623,108	3,824,218	3,025,328	2,226,438	1,427,549
	140	6,047,322	5,265,788	4,484,255	3,702,722	2,921,189	2,139,655	1,358,122
	160	5,873,755	5,109,579	4,345,402	3,581,225	2,817,049	2,052,872	1,288,696
	180	5,700,189	4,953,369	4,206,549	3,459,729	2,712,909	1,966,089	1,219,269
	200	5,526,623	4,797,159	4,067,696	3,338,233	2,608,769	1,879,306	1,149,843
	220	5,353,056	4,640,950	3,928,843	3,216,736	2,504,629	1,792,523	1,080,416
	240	5,179,490	4,484,740	3,789,990	3,095,240	2,400,490	1,705,740	1,010,989

		AH commuted sum - £ psm						
Balance	3,129,468	0	50	100	150	200	250	300
	0							
	20							
	40							
	60							
	80							
	100							
	120							
	140							
	160							
	180							
	200							
	220							
	240							

		AH - % on site						
Balance	3,129,468	0%	10%	20%	30%	40%	50%	60%
	100.0%	6,394,454	5,578,208	4,761,961	3,945,715	3,129,468	2,313,222	1,496,975
	102.5%	6,095,986	5,282,869	4,469,752	3,656,636	2,843,519	2,030,402	1,217,285
	105.0%	5,797,518	4,987,531	4,177,544	3,367,556	2,557,569	1,747,582	937,595
	107.5%	5,499,049	4,692,192	3,885,335	3,078,477	2,271,620	1,464,763	657,905
	110.0%	5,200,581	4,396,854	3,593,126	2,789,398	1,985,671	1,181,943	378,215
Build Costs	112.5%	4,902,113	4,101,515	3,300,917	2,500,319	1,699,721	899,123	138,455
	115.0%	4,603,645	3,806,177	3,008,708	2,211,240	1,413,772	616,304	(147,855)
	117.5%	4,305,177	3,510,838	2,716,500	1,922,161	1,127,823	333,484	(434,164)
	120.0%	4,006,708	3,215,500	2,424,291	1,633,082	841,873	89,461	(720,474)
	122.5%	3,708,240	2,920,161	2,132,082	1,344,003	555,924	(200,052)	(1,000,059)
	125.0%	3,409,772	2,624,823	1,839,873	1,054,924	269,975	(489,566)	(1,286,264)
	127.5%	3,111,304	2,329,484	1,547,665	765,845	21,245	(769,722)	(1,578,878)
	130.0%	2,812,835	2,034,146	1,255,456	476,766	(271,473)	(1,062,582)	(1,908,978)

		Build Costs						
Balance	3,129,468	100%	105%	110%	115%	120%	125%	130%
	0	3,650,167	3,078,268	2,506,370	1,934,471	1,362,572	790,674	218,775
	20	3,546,027	2,974,129	2,402,230	1,830,331	1,258,432	686,534	114,635
	40	3,441,887	2,869,989	2,298,090	1,726,191	1,154,293	582,394	48,341
	60	3,337,748	2,765,849	2,193,950	1,622,052	1,050,153	478,254	(58,263)
	80	3,233,608	2,661,709	2,089,811	1,517,912	946,013	374,114	(164,868)
CIL Epsm	100	3,129,468	2,557,569	1,985,671	1,413,772	841,873	269,975	(271,473)
	120	3,025,328	2,453,430	1,881,531	1,309,632	737,734	165,835	(378,077)
	140	2,921,189	2,349,290	1,777,391	1,205,492	633,594	100,753	(484,682)
	160	2,817,049	2,245,150	1,673,251	1,101,353	529,454	(5,852)	(591,286)
	180	2,712,909	2,141,010	1,569,112	997,213	425,314	(112,456)	(697,891)
	200	2,608,769	2,036,871	1,464,972	893,073	321,174	(219,061)	(795,432)
	220	2,504,629	1,932,731	1,360,832	788,933	217,035	(325,666)	(903,269)
	240	2,400,490	1,828,591	1,256,692	684,794	112,895	(432,270)	(1,011,106)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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Scheme 43

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						100
AH Policy requirement %		65%	AH Target	35%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	25%	16.3	65%	22.8	39%	39
3 Bed houses	45%	29.3	20%	7.0	36%	36
4 Bed houses	20%	13.0	15%	5.3	18%	18
5 Bed houses	10%	6.5	0%	0.0	7%	7
1 Bed Apartment	0%	0.0	0%	0.0	0%	0
2 Bed Apartment	0%	0.0	0%	0.0	0%	0
Total number of units	100%	65.0	100%	35.0	100%	100
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	1,300.0	13,993	1,820.0	19,590	3,120.0	33,583
3 Bed houses	2,778.8	29,910	665.0	7,158	3,443.8	37,068
4 Bed houses	1,430.0	15,392	577.5	6,216	2,007.5	21,609
5 Bed houses	845.0	9,096	0.0	0	845.0	9,096
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	6,353.8	68,391	3,062.5	32,964	9,416.3	101,356
Open Market values (£) -	£ psm	£ psf	£		total MV (£ (no AH))	
2 Bed houses	2,687.5	250	215,000		8,385,000	
3 Bed houses	2,947.4	274	280,000		10,150,000	
4 Bed houses	3,545.5	329	390,000		7,117,500	
5 Bed houses	3,846.2	357	500,000		3,250,000	
1 Bed Apartment	3,000.0	279	150,000		0	
2 Bed Apartment	3,230.8	300	210,000		0	
					28,902,500	
Affordable Housing -						
AH Tenure split	66% Affordable Rent		34% Intermediate			
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000 60%		135,000 63%			
3 Bed houses	145,000 52%		165,000 59%			
4 Bed houses	185,000 47%		195,000 50%			
5 Bed houses	210,000 42%		225,000 45%			
1 Bed Apartment	100,000 67%		110,000 73%			
2 Bed Apartment	115,000 55%		125,000 60%			

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Scheme 43

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	16	@	215,000	3,493,750
3 Bed houses	29	@	280,000	8,190,000
4 Bed houses	13	@	390,000	5,070,000
5 Bed houses	7	@	500,000	3,250,000
1 Bed Apartment	0	@	150,000	-
2 Bed Apartment	0	@	210,000	-
	65			20,003,750
Affordable Rented GDV -				
2 Bed houses	15	@	130,000	1,951,950
3 Bed houses	5	@	145,000	669,900
4 Bed houses	3	@	185,000	641,025
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	23			3,262,875
Intermediate GDV -				
2 Bed houses	8	@	135,000	1,044,225
3 Bed houses	2	@	165,000	392,700
4 Bed houses	2	@	195,000	348,075
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	12			1,785,000
	100 total			
Grant	35.0	AH units @	0	-
GDV				25,051,625

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

38,509 £ per unit

409 £ psm

3,850,875 £

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Scheme 43

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees and reports				(75,000)
Statutory Planning Fees				(24,799)
CIL	6,354 sqm (exc. AH)	100 £ psm	2.54%	(635,375)
Site Specific S106/278	100 units @	10,000 per unit		(1,000,000)
AH Commuted Sum	9,416 sqm	0 £ psm	0.00%	-
Construction Costs -				
Demolition and Site Clearance	7.06 acres @	0 per acre		-
2 Bed houses	3,120.0 sqm @	1,084.00 psm		(3,382,080)
3 Bed houses	3,443.8 sqm @	1,084.00 psm		(3,733,025)
4 Bed houses	2,007.5 sqm @	1,084.00 psm		(2,176,130)
5 Bed houses	845.0 sqm @	1,084.00 psm		(915,980)
1 Bed Apartment	- sqm @	1,084.00 psm		-
2 Bed Apartment	9,416.3 - sqm @	1,084.00 psm		-
External works	10,207,215 @	15%		(1,531,082)
	15,311 £per unit			
Contingency	11,738,297 @	5%		(586,915)
Professional Fees	11,738,297 @	9%		(1,056,447)
Disposal Costs -				
Sale Agents Costs	20,003,750 GDV @	1.00%		(200,038)
Sale Legal Costs	25,051,625 GDV @	0.50%		(125,258)
Marketing and Promotion	20,003,750 GDV @	3.00%		(600,113)
Finance Costs -				
Finance Fees	16,042,241 @	1.00%		(160,422)
Interest on Development Costs	7.00% APR	0.565% pcm		(100,143)
Developers Profit				
On private for sale	20,003,750	20.00%		(4,000,750)
On affordable housing pre-sale (blended)	5,047,875	6.00%		(302,873)
		17.18%		
TOTAL COSTS				(20,606,429)
RESIDUAL LAND VALUE				
Residual Land Value (gross)				4,445,196
SDLT	4,445,196 @			(311,164)
Acquisition Agent fees	4,445,196 @	1%		(44,452)
Acquisition Legal fees	4,445,196 @	0.5%		(22,226)
Interest on Land	4,445,196 @	7.0%		(311,164)
Residual Land Value (net)	37,562 per plot			3,756,190
TRESHOLD LAND VALUE				
Residential Density	35 dph			
Site Area	2.86 ha	7.06 acres		
	3,296 sqm/ha	14,356 sqft/ac		
Threshold Land Value	555,975 £ per ha	225,000 £ per acre		
	15,885 £ per plot			1,588,500
BALANCE				
Surplus/(Deficit)				2,167,690

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Scheme 43

SENSITIVITY ANALYSIS								
		AH - % on site						
Balance	2,167,690	0%	10%	20%	30%	40%	50%	60%
	0	5,170,880	4,476,744	3,782,607	3,088,471	2,394,335	1,700,199	1,006,063
	20	4,994,353	4,317,869	3,641,386	2,964,902	2,288,419	1,611,936	935,452
	40	4,817,826	4,158,995	3,500,164	2,841,333	2,182,503	1,523,672	864,841
	60	4,641,298	4,000,120	3,358,942	2,717,765	2,076,587	1,435,409	794,231
	80	4,464,771	3,841,246	3,217,721	2,594,196	1,970,670	1,347,145	723,620
CIL Epsm	100	4,288,244	3,682,372	3,076,499	2,470,627	1,864,754	1,258,881	653,009
	120	4,111,717	3,523,497	2,935,278	2,347,058	1,758,838	1,170,618	582,398
	140	3,935,190	3,364,623	2,794,056	2,223,489	1,652,922	1,082,354	511,787
	160	3,758,663	3,205,749	2,652,834	2,099,920	1,547,005	994,091	441,176
	180	3,582,136	3,046,874	2,511,613	1,976,351	1,441,089	905,827	370,566
	200	3,405,609	2,888,000	2,370,391	1,852,782	1,335,173	817,564	299,955
	220	3,229,082	2,729,126	2,229,169	1,729,213	1,229,257	729,300	229,344
	240	3,052,555	2,570,251	2,087,948	1,605,644	1,123,340	641,037	158,733

		AH commuted sum - £ psm						
Balance	2,167,690	0	50	100	150	200	250	300
	0							
	20							
	40							
	60							
	80							
CIL Epsm	100							
	120							
	140							
	160							
	180							
	200							
	220							
	240							

		AH - % on site						
Balance	2,167,690	0%	10%	20%	30%	40%	50%	60%
	100.0%	4,288,244	3,682,372	3,076,499	2,470,627	1,864,754	1,258,881	653,009
	102.5%	3,987,814	3,385,092	2,782,370	2,179,647	1,576,925	974,203	371,481
	105.0%	3,687,384	3,087,812	2,488,240	1,888,668	1,289,096	689,524	129,679
	107.5%	3,386,954	2,790,532	2,194,110	1,597,689	1,001,267	404,845	(158,513)
	110.0%	3,086,524	2,493,252	1,899,981	1,306,710	713,438	120,167	(446,705)
Build Costs	112.5%	2,786,094	2,195,972	1,605,851	1,015,730	425,609	(130,808)	(725,028)
	115.0%	2,485,663	1,898,693	1,311,722	724,751	137,780	(422,225)	(1,016,552)
	117.5%	2,185,233	1,601,413	1,017,592	433,772	(116,003)	(713,641)	(1,304,870)
	120.0%	1,884,803	1,304,133	723,463	142,792	(410,644)	(998,313)	(1,601,184)
	122.5%	1,584,373	1,006,853	429,333	(114,097)	(705,286)	(1,289,723)	(1,934,354)
	125.0%	1,283,943	709,573	135,204	(411,963)	(993,123)	(1,587,856)	(2,267,524)
	127.5%	983,513	412,293	(125,090)	(709,829)	(1,287,773)	(1,924,694)	(2,600,693)
	130.0%	683,083	115,014	(426,181)	(1,000,981)	(1,589,321)	(2,261,592)	(2,933,863)

		Build Costs						
Balance	2,167,690	100%	105%	110%	115%	120%	125%	130%
	0	2,741,403	2,162,595	1,583,787	1,004,979	426,170	(118,653)	(711,161)
	20	2,626,661	2,047,852	1,469,044	890,236	311,428	(236,111)	(819,835)
	40	2,511,918	1,933,110	1,354,302	775,493	196,685	(353,570)	(938,651)
	60	2,397,176	1,818,367	1,239,559	660,751	121,480	(471,028)	(1,057,467)
	80	2,282,433	1,703,625	1,124,816	546,008	4,021	(588,487)	(1,171,572)
CIL Epsm	100	2,167,690	1,588,882	1,010,074	431,266	(113,437)	(705,945)	(1,291,747)
	120	2,052,948	1,474,139	895,331	316,523	(230,896)	(814,558)	(1,407,930)
	140	1,938,205	1,359,397	780,589	201,780	(348,354)	(933,375)	(1,530,183)
	160	1,823,463	1,244,654	665,846	126,695	(465,812)	(1,052,191)	(1,660,556)
	180	1,708,720	1,129,912	551,103	9,237	(583,271)	(1,166,236)	(1,796,346)
	200	1,593,977	1,015,169	436,361	(108,221)	(700,729)	(1,286,410)	(1,932,136)
	220	1,479,235	900,426	321,618	(225,680)	(809,282)	(1,402,473)	(2,067,926)
	240	1,364,492	785,684	206,876	(343,138)	(928,099)	(1,524,666)	(2,203,716)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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Scheme 44

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						3
AH Policy requirement %		0%	AH Target	100%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	0%	0	66%	2	66%	2
3 Bed houses	0%	0	34%	1	34%	1
4 Bed houses	0%	0	0%	0	0%	0
5 Bed houses	0%	0	0%	0	0%	0
1 Bed Apartment	0%	0	0%	0	0%	0
2 Bed Apartment	0%	0	0%	0	0%	0
Total number of units	0%	0	100%	3	100%	3
Unit Floor areas -	Net sales (NIA) per unit		Net to Gross %		Gross (GIA) per unit	
	(sqm)	(sqft)	%		(sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA		AH units GIA		Total GIA	
	(sqm)	(sqft)	(sqm)	(sqft)	(sqm)	(sqft)
2 Bed houses	0.0	0	158.4	1,705	158.4	1,705
3 Bed houses	0.0	0	96.9	1,043	96.9	1,043
4 Bed houses	0.0	0	0.0	0	0.0	0
5 Bed houses	0.0	0	0.0	0	0.0	0
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	0.0	0	255.3	2,748	255.3	2,748
Open Market values (£) -	£ psm	£ psf	£		total MV £ (no AH)	
2 Bed houses	2,875.0	267	230,000		455,400	
3 Bed houses	3,368.4	313	320,000		326,400	
4 Bed houses	3,818.2	355	420,000		0	
5 Bed houses	4,230.8	393	550,000		0	
1 Bed Apartment	4,200.0	390	210,000		0	
2 Bed Apartment	3,538.5	329	230,000		0	
					781,800	
Affordable Housing -	66% Affordable Rent		34% Intermediate			
AH Tenure split						
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000	57%	135,000		59%	
3 Bed houses	145,000	45%	165,000		52%	
4 Bed houses	185,000	44%	195,000		46%	
5 Bed houses	210,000	38%	225,000		41%	
1 Bed Apartment	100,000	48%	110,000		52%	
2 Bed Apartment	115,000	50%	125,000		54%	

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Scheme 44

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	0	@	230,000	-
3 Bed houses	0	@	320,000	-
4 Bed houses	0	@	420,000	-
5 Bed houses	0	@	550,000	-
1 Bed Apartment	0	@	210,000	-
2 Bed Apartment	0	@	230,000	-
	0			-
Affordable Rented GDV -				
2 Bed houses	1	@	130,000	169,884
3 Bed houses	1	@	145,000	97,614
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	2			267,498
Intermediate GDV -				
2 Bed houses	1	@	135,000	90,882
3 Bed houses	0	@	165,000	57,222
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	1			148,104
	3 total			
Grant	3.0	AH units @	84,290	252,871
GDV				668,473

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

37,776 £ per unit

444 £ psm

113,327 £

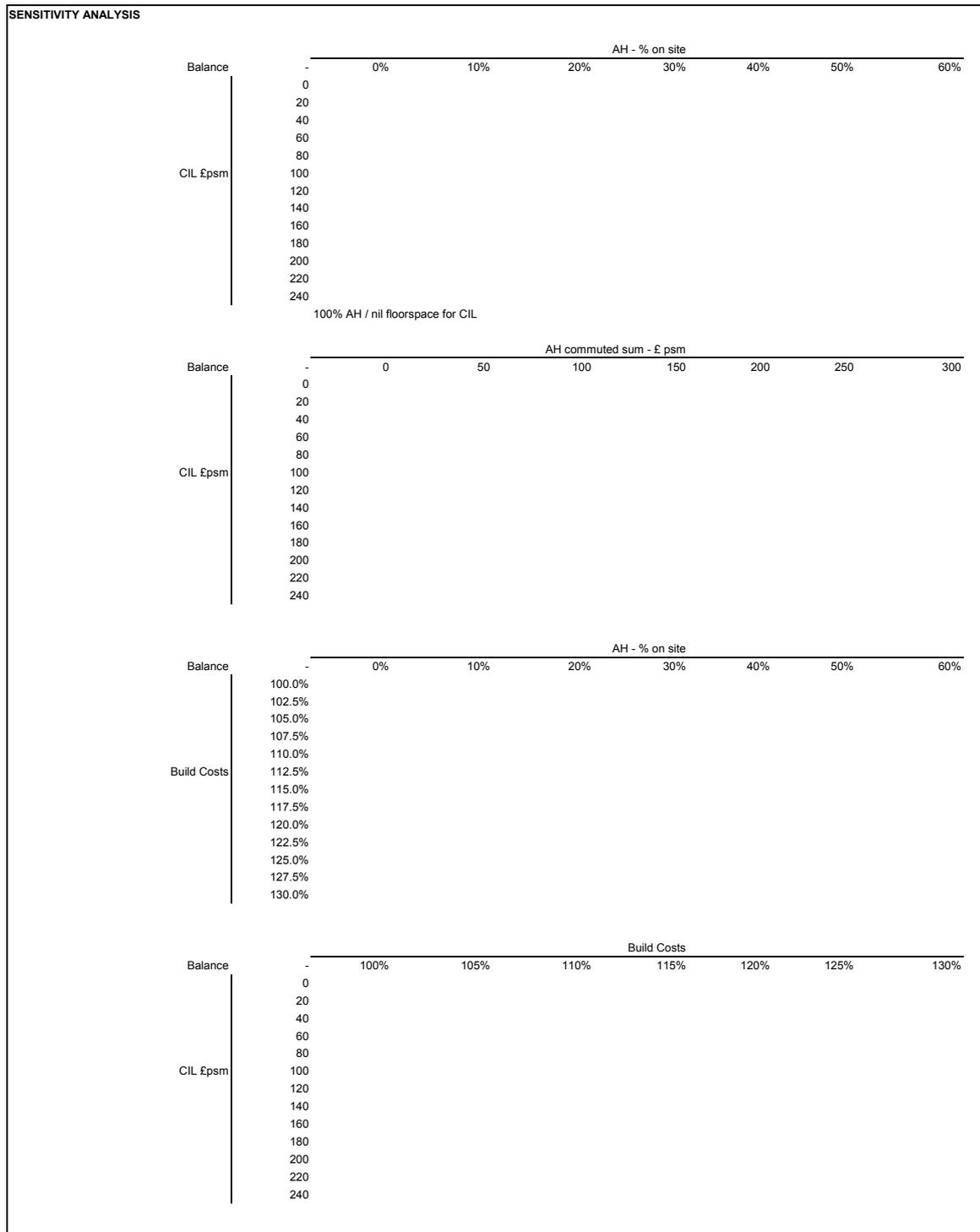
150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 44

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees and reports				(2,000)
Statutory Planning Fees				(1,155)
CIL	0 sqm (exc. AH)	0 £ psm	0.00%	-
Site Specific S106/278	3 units @	0 per unit		-
AH Commuted Sum	255 sqm	0 £ psm	0.00%	-
Construction Costs -				
Demolition and Site Clearance	0.21 acres @	0 per acre		-
2 Bed houses	158.4 sqm @	1,737.00 psm		(275,141)
3 Bed houses	96.9 sqm @	1,737.00 psm		(168,315)
4 Bed houses	- sqm @	1,737.00 psm		-
5 Bed houses	- sqm @	1,737.00 psm		-
1 Bed Apartment	- sqm @	1,737.00 psm		-
2 Bed Apartment	255.3 - sqm @	1,737.00 psm		-
External works	443,456 @	15%		(66,518)
	22,173 £per unit			
Contingency	509,975 @	5%		(25,499)
Professional Fees	509,975 @	9%		(45,898)
Disposal Costs -				
Sale Agents Costs	- GDV @	1.00%		-
Sale Legal Costs	415,602 GDV @	0.50%		(2,078)
Marketing and Promotion	- GDV @	3.00%		-
Finance Costs -				
Finance Fees	586,604 @	1.00%		(5,866)
Interest on Development Costs	7.00% APR	0.565% pcm		(10,083)
Developers Profit				
On private for sale	0	20.00%		-
On affordable housing pre-sale (blended)	415,602	6.00%		(24,936)
		6.00%		
TOTAL COSTS				(627,489)
RESIDUAL LAND VALUE				
Residual Land Value (gross)				40,984
SDLT	40,984 @			-
Acquisition Agent fees	40,984 @	1%		(410)
Acquisition Legal fees	40,984 @	0.5%		(205)
Interest on Land	40,984 @	7.0%		(2,869)
Residual Land Value (net)	12,500 per plot			37,500
TRESHOLD LAND VALUE				
Residential Density	35 dph			
Site Area	0.09 ha	0.21 acres		
	2,979 sqm/ha	12,975 sqft/ac		
Threshold Land Value	437,500 £ per ha	177,054 £ per acre		
	12,500 £ per plot			37,500
BALANCE				
Surplus/(Deficit)				-

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 44



NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 45

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						5
AH Policy requirement %		0%	AH Target	100%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	0%	0	66%	3	66%	3
3 Bed houses	0%	0	34%	2	34%	2
4 Bed houses	0%	0	0%	0	0%	0
5 Bed houses	0%	0	0%	0	0%	0
1 Bed Apartment	0%	0	0%	0	0%	0
2 Bed Apartment	0%	0	0%	0	0%	0
Total number of units	0%	0	100%	5	100%	5
Unit Floor areas -	Net sales (NIA) per unit		Net to Gross %		Gross (GIA) per unit	
	(sqm)	(sqft)	%		(sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	82.0%		61.0	656
2 Bed Apartment	65.0	700	82.0%		79.3	853
Total Gross Floor areas -	Market Units GIA		AH units GIA		Total GIA	
	(sqm)	(sqft)	(sqm)	(sqft)	(sqm)	(sqft)
2 Bed houses	0.0	0	264.0	2,842	264.0	2,842
3 Bed houses	0.0	0	161.5	1,738	161.5	1,738
4 Bed houses	0.0	0	0.0	0	0.0	0
5 Bed houses	0.0	0	0.0	0	0.0	0
1 Bed Apartment	0.0	0	0.0	0	0.0	0
2 Bed Apartment	0.0	0	0.0	0	0.0	0
	0.0	0	425.5	4,580	425.5	4,580
Open Market values (£) -	£ psm	£ psf	£		total MV £ (no AH)	
2 Bed houses	2,875.0	267	230,000		759,000	
3 Bed houses	3,368.4	313	320,000		544,000	
4 Bed houses	3,818.2	355	420,000		0	
5 Bed houses	4,230.8	393	550,000		0	
1 Bed Apartment	4,200.0	390	210,000		0	
2 Bed Apartment	3,538.5	329	230,000		0	
					1,303,000	
Affordable Housing -	66% Affordable Rent		34% Intermediate			
AH Tenure split						
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000	57%	135,000		59%	
3 Bed houses	145,000	45%	165,000		52%	
4 Bed houses	185,000	44%	195,000		46%	
5 Bed houses	210,000	38%	225,000		41%	
1 Bed Apartment	100,000	48%	110,000		52%	
2 Bed Apartment	115,000	50%	125,000		54%	

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 45

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	0	@	230,000	-
3 Bed houses	0	@	320,000	-
4 Bed houses	0	@	420,000	-
5 Bed houses	0	@	550,000	-
1 Bed Apartment	0	@	210,000	-
2 Bed Apartment	0	@	230,000	-
	0			-
Affordable Rented GDV -				
2 Bed houses	2	@	130,000	283,140
3 Bed houses	1	@	145,000	162,690
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	3			445,830
Intermediate GDV -				
2 Bed houses	1	@	135,000	151,470
3 Bed houses	1	@	165,000	95,370
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	2			246,840
	5 total			
Grant	5.0	AH units @	84,008	420,042
GDV				1,112,712

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

38,058 £ per unit

447 £ psm

190,288 £

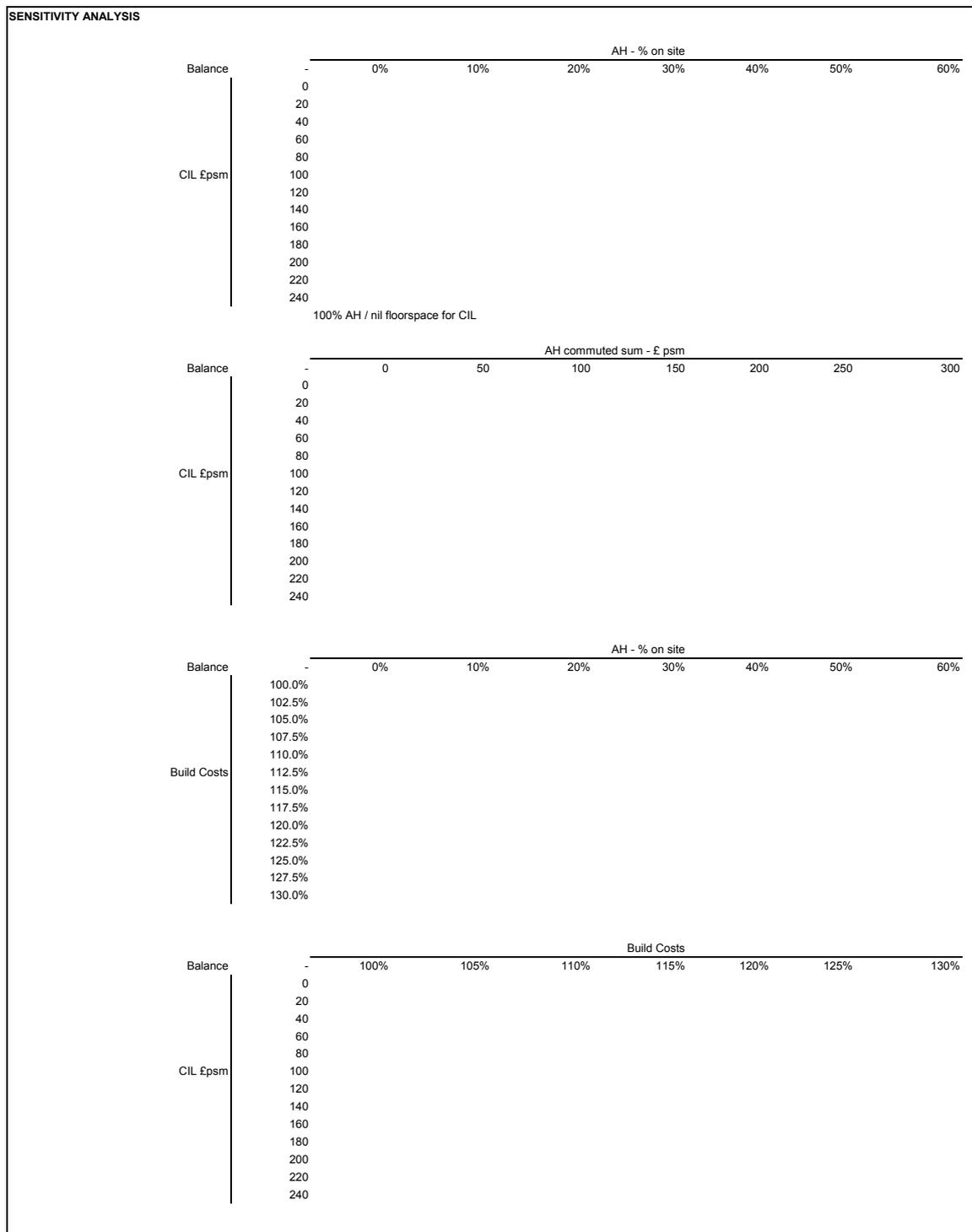
150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 45

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees and reports				(2,000)
Statutory Planning Fees				(1,925)
CIL	0 sqm (exc. AH)	0 £ psm	0.00%	-
Site Specific S106/278	5 units @	0 per unit		-
AH Commuted Sum	426 sqm	0 £ psm	0.00%	-
Construction Costs -				
Demolition and Site Clearance	0.35 acres @	0 per acre		-
2 Bed houses	264.0 sqm @	1,737.00 psm		(458,568)
3 Bed houses	161.5 sqm @	1,737.00 psm		(280,526)
4 Bed houses	- sqm @	1,737.00 psm		-
5 Bed houses	- sqm @	1,737.00 psm		-
1 Bed Apartment	- sqm @	1,737.00 psm		-
2 Bed Apartment	425.5 - sqm @	1,737.00 psm		-
External works	739,094 @	15%		(110,864)
	22,173 £per unit			
Contingency	849,958 @	5%		(42,498)
Professional Fees	849,958 @	9%		(76,496)
Disposal Costs -				
Sale Agents Costs	- GDV @	1.00%		-
Sale Legal Costs	692,670 GDV @	0.50%		(3,463)
Marketing and Promotion	- GDV @	3.00%		-
Finance Costs -				
Finance Fees	976,340 @	1.00%		(9,763)
Interest on Development Costs	7.00% APR	0.565% pcm		(16,743)
Developers Profit				
On private for sale	0	20.00%		-
On affordable housing pre-sale (blended)	692,670	6.00%		(41,560)
		6.00%		
TOTAL COSTS				(1,044,406)
RESIDUAL LAND VALUE				
Residual Land Value (gross)				68,306
SDLT	68,306 @			-
Acquisition Agent fees	68,306 @	1%		(683)
Acquisition Legal fees	68,306 @	0.5%		(342)
Interest on Land	68,306 @	7.0%		(4,781)
Residual Land Value (net)	12,500 per plot			62,500
TRESHOLD LAND VALUE				
Residential Density	35 dph			
Site Area	0.14 ha	0.35 acres		
	2,979 sqm/ha	12,975 sqft/ac		
Threshold Land Value	437,500 £ per ha	177,054 £ per acre		
	12,500 £ per plot			62,500
BALANCE				
Surplus/(Deficit)				-

150209 West Oxon LPlan CIL Residential Viability Models v8.1a

Scheme 45



NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

Appendix 3 – Supported Living Appraisals

150128 West Oxon LPlan CIL Supported Living Viability Models v6.2a

Scheme 1

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						55
AH Policy requirement %		70%	AH Target	30%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	0.0%	0	0%	0	0%	0
3 Bed houses	0%	0	0%	0	0%	0
4 Bed houses	0%	0	0%	0	0%	0
5 Bed houses	0.0%	0	0%	0	0%	0
1 Bed Apartment	60.0%	23.4	60.0%	9.6	60%	33
2 Bed Apartment	40.0%	15.6	40.0%	6.4	40%	22
Total number of units	100%	39.0	100%	16.0	100%	55
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %	%	Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	75.0%		66.7	718
2 Bed Apartment	75.0	807	75.0%		100.0	1,076
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	0.0	0	0.0	0	0.0	0
3 Bed houses	0.0	0	0.0	0	0.0	0
4 Bed houses	0.0	0	0.0	0	0.0	0
5 Bed houses	0.0	0	0.0	0	0.0	0
1 Bed Apartment	1,560.0	16,792	640.0	6,889	2,200.0	23,681
2 Bed Apartment	1,560.0	16,792	640.0	6,889	2,200.0	23,681
	3,120.0	33,583	1,280.0	13,778	4,400.0	47,361
Open Market values (£) -	£ psm	£ psf	15%	£		total MV £ (no AH)
2 Bed houses	4,312.5	401	300,000	345,000		0
3 Bed houses	4,721.1	439	390,000	448,500		0
4 Bed houses	5,331.8	495	510,000	586,500		0
5 Bed houses	5,838.5	542	660,000	759,000		0
1 Bed Apartment	5,520.0	513	240,000	276,000		9,108,000
2 Bed Apartment	4,600.0	427	300,000	345,000		7,590,000
						16,698,000
Affordable Housing -						
AH Tenure split	66%	Affordable Rent		34%	Intermediate	
RSL Transfer Values (£) -		(% of MV)		(% of MV)		
2 Bed houses	130,000	38%		135,000	39%	
3 Bed houses	145,000	32%		165,000	37%	
4 Bed houses	185,000	32%		195,000	33%	
5 Bed houses	210,000	28%		225,000	30%	
1 Bed Apartment	100,000	36%		110,000	40%	
2 Bed Apartment	115,000	33%		125,000	36%	

150128 West Oxon LPlan CIL Supported Living Viability Models v6.2a

Scheme 1

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	0	@	345,000	-
3 Bed houses	0	@	448,500	-
4 Bed houses	0	@	586,500	-
5 Bed houses	0	@	759,000	-
1 Bed Apartment	23	@	276,000	6,458,400
2 Bed Apartment	16	@	345,000	5,382,000
	39			11,840,400
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	6	@	100,000	633,600
2 Bed Apartment	4	@	115,000	485,760
	11			1,119,360
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	3	@	110,000	359,040
2 Bed Apartment	2	@	125,000	272,000
	5			631,040
	55 total			
Grant	16.0	AH units @	0	-
GDV				13,590,800

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

56,495 £ per unit

706 £ psm

3,107,200 £

150128 West Oxon LPlan CIL Supported Living Viability Models v6.2a Scheme 1

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					(25,000)
Statutory Planning Fees					(19,624)
CIL	3,120 sqm (exc. AH)	100 £ psm	2.30%		(312,000)
Site Specific S106/278	55 units @	1,500 per unit			(82,500)
AH Commuted Sum	4,400 sqm	0 £ psm	0.00%		-
Construction Costs -					
Demolition and Site Clearance	1.24 acres @	50,000 per acre			(61,775)
2 Bed houses	- sqm @	1,318.00 psm			-
3 Bed houses	- sqm @	1,318.00 psm			-
4 Bed houses	- sqm @	1,318.00 psm			-
5 Bed houses	- sqm @	1,318.00 psm			-
1 Bed Apartment	2,200.0 sqm @	1,318.00 psm			(2,899,600)
2 Bed Apartment	4,400.0 2,200.0 sqm @	1,318.00 psm			(2,899,600)
External works	5,799,200 @	15%			(869,880)
	15,816 £per unit				
Contingency	6,669,080 @	5%			(333,454)
Professional Fees	6,669,080 @	9%			(600,217)
Disposal Costs -					
Sale Agents Costs	11,840,400 GDV @	1.00%			(118,404)
Sale Legal Costs	13,590,800 GDV @	0.50%			(67,954)
Marketing and Promotion	11,840,400 GDV @	3.00%			(355,212)
Finance Costs -					
Finance Fees	8,645,220 @	1.00%			(86,452)
Interest on Development Costs	7.00% APR	0.565% pcm			(485,995)
Developers Profit					
On private for sale	11,840,400	20.00%			(2,368,080)
On affordable housing pre-sale (blended)	1,750,400	6.00%			(105,024)
		18.20%			
TOTAL COSTS					(11,690,771)
RESIDUAL LAND VALUE					
Residual Land Value (gross)					1,900,029
SDLT	1,900,029 @				(95,001)
Acquisition Agent fees	1,900,029 @	1%			(19,000)
Acquisition Legal fees	1,900,029 @	0.5%			(9,500)
Interest on Land	1,900,029 @	7.0%			(133,002)
Residual Land Value (net)	29,882 per plot				1,643,525
TRESHOLD LAND VALUE					
Residential Density	110 dph				
Site Area	0.50 ha	1.24 acres			
	8,800 sqm/ha	38,334 sqft/ac			
Threshold Land Value	1,482,600 £ per ha	600,000 £ per acre			
	13,478 £ per plot				741,300
BALANCE					
Surplus/(Deficit)					902,225

150128 West Oxon LPlan CIL Supported Living Viability Models v6.2a Scheme 1

SENSITIVITY ANALYSIS								
		AH - % on site						
Balance	902,225	0%	10%	20%	30%	40%	50%	60%
	0	3,403,065	2,885,715	2,264,895	1,747,545	1,166,552	636,958	7,888
	20	3,330,485	2,819,733	2,206,831	1,696,079	1,121,974	599,133	(22,175)
	40	3,257,905	2,753,752	2,148,767	1,644,614	1,077,395	561,309	(52,237)
	60	3,185,326	2,687,770	2,090,704	1,593,148	1,032,817	523,485	(82,300)
	80	3,112,746	2,621,789	2,032,640	1,541,683	988,238	485,661	(112,363)
CIL £psm	100	3,040,166	2,555,807	1,974,576	1,490,217	943,660	447,836	(137,699)
	120	2,967,586	2,489,825	1,916,512	1,438,751	899,081	410,012	(168,105)
	140	2,895,007	2,423,844	1,858,449	1,387,286	854,503	372,188	(198,511)
	160	2,822,427	2,357,862	1,800,385	1,335,820	809,924	334,364	(228,917)
	180	2,749,847	2,291,881	1,742,321	1,284,355	765,346	306,395	(259,324)
	200	2,677,268	2,225,899	1,684,257	1,232,889	720,767	268,134	(289,730)
	220	2,604,688	2,159,918	1,626,193	1,181,423	676,188	229,872	(320,136)
	240	2,532,108	2,093,936	1,568,130	1,169,861	631,610	191,611	(345,899)

		AH commuted sum - £ psm						
Balance	902,225	0	50	100	150	200	250	300
	0	4,128,862	3,947,412	3,765,963	3,584,514	3,403,065	3,221,615	3,040,166
	20	4,056,282	3,874,833	3,693,383	3,511,934	3,330,485	3,149,036	2,967,586
	40	3,983,702	3,802,253	3,620,804	3,439,354	3,257,905	3,076,456	2,895,007
	60	3,911,123	3,729,673	3,548,224	3,366,775	3,185,326	3,003,876	2,822,427
	80	3,838,543	3,657,094	3,475,644	3,294,195	3,112,746	2,931,297	2,749,847
CIL £psm	100	3,765,963	3,584,514	3,403,065	3,221,615	3,040,166	2,858,717	2,677,268
	120	3,693,383	3,511,934	3,330,485	3,149,036	2,967,586	2,786,137	2,604,688
	140	3,620,804	3,439,354	3,257,905	3,076,456	2,895,007	2,713,557	2,532,108
	160	3,548,224	3,366,775	3,185,326	3,003,876	2,822,427	2,640,978	2,459,528
	180	3,475,644	3,294,195	3,112,746	2,931,297	2,749,847	2,568,398	2,386,949
	200	3,403,065	3,221,615	3,040,166	2,858,717	2,677,268	2,495,818	2,314,369
	220	3,330,485	3,149,036	2,967,586	2,786,137	2,604,688	2,423,239	2,241,789
	240	3,257,905	3,076,456	2,895,007	2,713,557	2,532,108	2,350,659	2,169,210

		AH - % on site						
Balance	902,225	0%	10%	20%	30%	40%	50%	60%
	100.0%	2,677,268	2,225,899	1,684,257	1,232,889	720,767	268,134	(289,730)
	102.5%	2,525,215	2,073,847	1,532,205	1,119,578	565,116	110,683	(445,353)
	105.0%	2,373,163	1,921,795	1,380,153	963,927	409,465	(46,767)	(615,020)
	107.5%	2,221,111	1,769,743	1,228,101	808,276	263,176	(200,198)	(794,963)
	110.0%	2,069,059	1,617,691	1,114,676	652,625	105,725	(355,006)	(974,906)
Build Costs	112.5%	1,917,007	1,465,638	959,025	496,974	(51,725)	(517,434)	(1,154,850)
	115.0%	1,764,955	1,313,586	803,374	341,323	(205,212)	(693,797)	(1,334,793)
	117.5%	1,612,902	1,161,534	647,723	194,246	(360,134)	(873,740)	(1,514,736)
	120.0%	1,460,850	1,046,534	492,072	36,795	(522,618)	(1,053,683)	(1,694,680)
	122.5%	1,308,798	890,883	336,421	(115,680)	(699,463)	(1,233,627)	(1,874,623)
	125.0%	1,156,746	735,232	189,288	(274,930)	(879,406)	(1,413,570)	(2,054,567)
	127.5%	1,041,633	579,581	31,837	(431,427)	(1,059,350)	(1,593,514)	(2,234,510)
	130.0%	885,982	423,930	(120,695)	(598,297)	(1,239,293)	(1,773,457)	(2,414,453)

		Build Costs						
Balance	902,225	100%	105%	110%	115%	120%	125%	130%
	0	3,403,065	3,098,960	2,794,856	2,490,752	2,186,647	1,882,543	1,578,439
	20	3,330,485	3,026,381	2,722,276	2,418,172	2,114,068	1,809,963	1,505,859
	40	3,257,905	2,953,801	2,649,697	2,345,592	2,041,488	1,737,384	1,433,279
	60	3,185,326	2,881,221	2,577,117	2,273,013	1,968,908	1,664,804	1,360,700
	80	3,112,746	2,808,642	2,504,537	2,200,433	1,896,329	1,592,224	1,288,120
CIL £psm	100	3,040,166	2,736,062	2,431,957	2,127,853	1,823,749	1,519,645	1,215,540
	120	2,967,586	2,663,482	2,359,378	2,055,273	1,751,169	1,447,065	1,142,961
	140	2,895,007	2,590,902	2,286,798	1,982,694	1,678,589	1,374,485	1,108,874
	160	2,822,427	2,518,323	2,214,218	1,910,114	1,606,010	1,301,905	1,034,577
	180	2,749,847	2,445,743	2,141,639	1,837,534	1,533,430	1,229,326	960,279
	200	2,677,268	2,373,163	2,069,059	1,764,955	1,460,850	1,156,746	885,982
	220	2,604,688	2,300,584	1,996,479	1,692,375	1,388,271	1,122,986	811,684
	240	2,532,108	2,228,004	1,923,900	1,619,795	1,315,691	1,048,689	737,387

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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Scheme 2

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						55
AH Policy requirement %						90% AH Target 10% on-site
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	0.0%	0	0%	0	0%	0
3 Bed houses	0%	0	0%	0	0%	0
4 Bed houses	0%	0	0%	0	0%	0
5 Bed houses	0.0%	0	0%	0	0%	0
1 Bed Apartment	60.0%	30.0	60.0%	3.0	60%	33
2 Bed Apartment	40.0%	20.0	40.0%	2.0	40%	22
Total number of units	100%	50.0	100%	5.0	100%	55
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %	%	Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	75.0%		66.7	718
2 Bed Apartment	75.0	807	75.0%		100.0	1,076
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	0.0	0	0.0	0	0.0	0
3 Bed houses	0.0	0	0.0	0	0.0	0
4 Bed houses	0.0	0	0.0	0	0.0	0
5 Bed houses	0.0	0	0.0	0	0.0	0
1 Bed Apartment	2,000.0	21,528	200.0	2,153	2,200.0	23,681
2 Bed Apartment	2,000.0	21,528	200.0	2,153	2,200.0	23,681
	4,000.0	43,056	400.0	4,306	4,400.0	47,361
Open Market values (£) -	£ psm	£ psf	15%	£	total MV £ (no AH)	
2 Bed houses	3,306.3	307	230,000	264,500	0	
3 Bed houses	3,873.7	360	320,000	368,000	0	
4 Bed houses	4,390.9	408	420,000	483,000	0	
5 Bed houses	4,865.4	452	550,000	632,500	0	
1 Bed Apartment	4,830.0	449	210,000	241,500	7,969,500	
2 Bed Apartment	3,986.7	370	260,000	299,000	6,578,000	
					14,547,500	
Affordable Housing -	66% Affordable Rent		34% Intermediate			
AH Tenure split						
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000	49%	135,000	51%		
3 Bed houses	145,000	39%	165,000	45%		
4 Bed houses	185,000	38%	195,000	40%		
5 Bed houses	210,000	33%	225,000	36%		
1 Bed Apartment	100,000	41%	110,000	46%		
2 Bed Apartment	115,000	38%	125,000	42%		

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Scheme 2

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	0	@	264,500	-
3 Bed houses	0	@	368,000	-
4 Bed houses	0	@	483,000	-
5 Bed houses	0	@	632,500	-
1 Bed Apartment	30	@	241,500	7,245,000
2 Bed Apartment	20	@	299,000	5,980,000
	50			13,225,000
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	2	@	100,000	198,000
2 Bed Apartment	1	@	115,000	151,800
	3			349,800
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	1	@	110,000	112,200
2 Bed Apartment	1	@	125,000	85,000
	2			197,200
	55 total			
Grant	5.0	AH units @	0	-
GDV				13,772,000

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

14,100 £ per unit

176 £ psm

775,500 £

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Scheme 2

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					(25,000)
Statutory Planning Fees					(19,624)
CIL	4,000 sqm (exc. AH)	100 £ psm	2.90%		(400,000)
Site Specific S106/278	55 units @	1,500 per unit			(82,500)
AH Commuted Sum	4,400 sqm	0 £ psm	0.00%		-
Construction Costs -					
Demolition and Site Clearance	1.24 acres @	50,000 per acre			(61,775)
2 Bed houses	- sqm @	1,318.00 psm			-
3 Bed houses	- sqm @	1,318.00 psm			-
4 Bed houses	- sqm @	1,318.00 psm			-
5 Bed houses	- sqm @	1,318.00 psm			-
1 Bed Apartment	2,200.0 sqm @	1,318.00 psm			(2,899,600)
2 Bed Apartment	4,400.0 2,200.0 sqm @	1,318.00 psm			(2,899,600)
External works	5,799,200 @	15%			(869,880)
	15,816 £per unit				
Contingency	6,669,080 @	5%			(333,454)
Professional Fees	6,669,080 @	9%			(600,217)
Disposal Costs -					
Sale Agents Costs	13,225,000 GDV @	1.00%			(132,250)
Sale Legal Costs	13,772,000 GDV @	0.50%			(68,860)
Marketing and Promotion	13,225,000 GDV @	3.00%			(396,750)
Finance Costs -					
Finance Fees	8,789,510 @	1.00%			(87,895)
Interest on Development Costs	7.00% APR	0.565% pcm			(576,376)
Developers Profit					
On private for sale	13,225,000	20.00%			(2,645,000)
On affordable housing pre-sale (blended)	547,000	6.00%			(32,820)
		19.44%			
TOTAL COSTS					(12,131,601)
RESIDUAL LAND VALUE					
Residual Land Value (gross)					1,640,399
SDLT	1,640,399 @				(82,020)
Acquisition Agent fees	1,640,399 @	1%			(16,404)
Acquisition Legal fees	1,640,399 @	0.5%			(8,202)
Interest on Land	1,640,399 @	7.0%			(114,828)
Residual Land Value (net)	25,799 per plot				1,418,945
TRESHOLD LAND VALUE					
Residential Density	110 dph				
Site Area	0.50 ha	1.24 acres			
	8,800 sqm/ha	38,334 sqft/ac			
Threshold Land Value	1,482,600 £ per ha	600,000 £ per acre			
	13,478 £ per plot				741,300
BALANCE					
Surplus/(Deficit)					677,645

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Scheme 2

SENSITIVITY ANALYSIS								
		AH - % on site						
Balance	677,645	0%	10%	20%	30%	40%	50%	60%
	0	1,908,422	1,563,238	1,149,018	836,020	411,996	65,748	(356,568)
	20	1,835,842	1,497,257	1,129,935	783,336	367,417	27,486	(387,662)
	40	1,763,262	1,431,275	1,070,497	730,652	322,839	(10,775)	(418,755)
	60	1,690,683	1,365,294	1,011,059	677,969	287,904	(49,037)	(448,676)
	80	1,618,103	1,299,312	951,621	625,285	242,810	(87,298)	(480,112)
CIL Epsm	100	1,545,523	1,233,331	892,183	572,601	197,717	(120,641)	(511,549)
	120	1,472,944	1,167,349	832,745	519,917	152,623	(159,340)	(542,986)
	140	1,400,364	1,140,595	773,307	467,234	107,529	(198,038)	(576,137)
	160	1,327,784	1,073,051	713,869	414,550	62,435	(236,737)	(610,494)
	180	1,255,204	1,005,508	654,431	361,866	17,341	(275,436)	(644,851)
	200	1,182,625	937,965	594,993	309,182	(27,753)	(314,135)	(679,209)
	220	1,149,477	870,422	535,555	256,891	(72,847)	(348,243)	(713,566)
	240	1,075,180	802,878	476,117	212,599	(117,941)	(387,816)	(747,923)

		AH commuted sum - £ psm						
Balance	677,645	0	50	100	150	200	250	300
	0	2,235,030	2,053,581	1,872,132	1,690,683	1,509,233	1,327,784	1,146,335
	20	2,162,451	1,981,002	1,799,552	1,618,103	1,436,654	1,255,204	1,112,329
	40	2,089,871	1,908,422	1,726,973	1,545,523	1,364,074	1,182,625	1,038,031
	60	2,017,291	1,835,842	1,654,393	1,472,944	1,291,494	1,149,477	963,734
	80	1,944,712	1,763,262	1,581,813	1,400,364	1,218,915	1,075,180	889,436
CIL Epsm	100	1,872,132	1,690,683	1,509,233	1,327,784	1,146,335	1,000,882	815,138
	120	1,799,552	1,618,103	1,436,654	1,255,204	1,112,329	926,585	740,841
	140	1,726,973	1,545,523	1,364,074	1,182,625	1,038,031	852,287	666,543
	160	1,654,393	1,472,944	1,291,494	1,149,477	963,734	777,990	592,246
	180	1,581,813	1,400,364	1,218,915	1,075,180	889,436	703,692	517,948
	200	1,509,233	1,327,784	1,146,335	1,000,882	815,138	629,395	443,651
	220	1,436,654	1,255,204	1,112,329	926,585	740,841	555,097	369,353
	240	1,364,074	1,182,625	1,038,031	852,287	666,543	480,799	304,894

		AH - % on site						
Balance	677,645	0%	10%	20%	30%	40%	50%	60%
	100.0%	1,581,813	1,266,321	921,902	598,943	220,264	(106,429)	(495,831)
	102.5%	1,429,761	1,153,802	766,251	443,292	62,813	(260,541)	(670,187)
	105.0%	1,277,709	998,151	610,600	297,394	(94,637)	(416,714)	(850,131)
	107.5%	1,165,459	842,500	454,949	139,943	(248,615)	(582,038)	(1,030,074)
	110.0%	1,009,808	686,849	309,185	(17,507)	(404,518)	(761,982)	(1,210,017)
Build Costs	112.5%	854,157	531,198	151,735	(170,603)	(568,562)	(941,925)	(1,389,961)
	115.0%	698,506	375,547	(5,716)	(329,853)	(748,506)	(1,121,869)	(1,569,904)
	117.5%	542,855	228,865	(158,677)	(486,836)	(928,449)	(1,301,812)	(1,749,847)
	120.0%	387,203	71,415	(317,927)	(660,357)	(1,108,392)	(1,481,755)	(1,929,791)
	122.5%	240,657	(86,036)	(474,505)	(840,300)	(1,288,336)	(1,661,699)	(2,109,734)
	125.0%	83,206	(239,915)	(646,881)	(1,020,243)	(1,468,279)	(1,841,642)	(2,289,678)
	127.5%	(74,244)	(395,621)	(826,824)	(1,200,187)	(1,648,222)	(2,021,585)	(2,469,621)
	130.0%	(227,988)	(558,732)	(1,006,767)	(1,380,130)	(1,828,166)	(2,201,529)	(2,649,564)

		Build Costs						
Balance	677,645	100%	105%	110%	115%	120%	125%	130%
	0	1,908,422	1,604,318	1,300,213	1,032,845	721,543	410,241	106,510
	20	1,835,842	1,531,738	1,227,633	958,547	647,245	335,943	31,353
	40	1,763,262	1,459,158	1,155,054	884,249	572,947	271,098	(43,803)
	60	1,690,683	1,386,578	1,121,254	809,952	498,650	195,941	(113,965)
	80	1,618,103	1,313,999	1,046,956	735,654	424,352	120,785	(189,981)
CIL Epsm	100	1,545,523	1,241,419	972,659	661,357	350,055	45,628	(265,996)
	120	1,472,944	1,168,839	898,361	587,059	285,373	(29,528)	(337,176)
	140	1,400,364	1,135,366	824,064	512,762	210,216	(104,685)	(414,910)
	160	1,327,784	1,061,068	749,766	438,464	135,060	(175,543)	(491,943)
	180	1,255,204	986,771	675,469	364,166	59,903	(251,558)	(571,888)
	200	1,182,625	912,473	601,171	299,647	(15,253)	(327,574)	(657,781)
	220	1,149,477	838,175	526,873	224,491	(90,410)	(400,145)	(743,674)
	240	1,075,180	763,878	452,576	149,334	(161,105)	(477,016)	(829,567)

NOTES
 Cells highlighted in yellow are input cells
 Cells highlighted in green are sensitivity input cells
 Figures in brackets, thus (00,000.00), are negative values / costs



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Scheme 3

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						55
AH Policy requirement %		100%	AH Target	0%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	0.0%	0	0%	0	0%	0
3 Bed houses	0%	0	0%	0	0%	0
4 Bed houses	0%	0	0%	0	0%	0
5 Bed houses	0.0%	0	0%	0	0%	0
1 Bed Apartment	60.0%	33.0	60.0%	0.0	60%	33
2 Bed Apartment	40.0%	22.0	40.0%	0.0	40%	22
Total number of units	100%	55.0	100%	0.0	100%	55
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	50.0	538	75.0%		66.7	718
2 Bed Apartment	75.0	807	75.0%		100.0	1,076
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	0.0	0	0.0	0	0.0	0
3 Bed houses	0.0	0	0.0	0	0.0	0
4 Bed houses	0.0	0	0.0	0	0.0	0
5 Bed houses	0.0	0	0.0	0	0.0	0
1 Bed Apartment	2,200.0	23,681	0.0	0	2,200.0	23,681
2 Bed Apartment	2,200.0	23,681	0.0	0	2,200.0	23,681
	4,400.0	47,361	0.0	0	4,400.0	47,361
Open Market values (£) -	£ psm	£ psf	15%	£		total MV £ (no AH)
2 Bed houses	3,090.6	287	215,000	247,250		0
3 Bed houses	3,389.5	315	280,000	322,000		0
4 Bed houses	4,077.3	379	390,000	448,500		0
5 Bed houses	4,423.1	411	500,000	575,000		0
1 Bed Apartment	3,450.0	321	150,000	172,500		5,692,500
2 Bed Apartment	3,220.0	299	210,000	241,500		5,313,000
						11,005,500
Affordable Housing -						
AH Tenure split	66% Affordable Rent		34% Intermediate			
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000 53%		135,000 55%			
3 Bed houses	145,000 45%		165,000 51%			
4 Bed houses	185,000 41%		195,000 43%			
5 Bed houses	210,000 37%		225,000 39%			
1 Bed Apartment	100,000 58%		110,000 64%			
2 Bed Apartment	115,000 48%		125,000 52%			

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Scheme 3

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	0	@	247,250	-
3 Bed houses	0	@	322,000	-
4 Bed houses	0	@	448,500	-
5 Bed houses	0	@	575,000	-
1 Bed Apartment	33	@	172,500	5,692,500
2 Bed Apartment	22	@	241,500	5,313,000
	55			11,005,500
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	0			-
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	0			-
	55 total			-
Grant	0.0	AH units @	0	-
GDV				11,005,500

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

0 £ per unit

0 £ psm

0 £

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Scheme 3

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees and reports				(25,000)
Statutory Planning Fees				(19,624)
CIL	4,400 sqm (exc. AH)	0 £ psm	0.00%	-
Site Specific S106/278	55 units @	1,500 per unit		(82,500)
AH Commuted Sum	4,400 sqm	0 £ psm	0.00%	-
Construction Costs -				
Demolition and Site Clearance	1.24 acres @	50,000 per acre		(61,775)
2 Bed houses	- sqm @	1,318.00 psm		-
3 Bed houses	- sqm @	1,318.00 psm		-
4 Bed houses	- sqm @	1,318.00 psm		-
5 Bed houses	- sqm @	1,318.00 psm		-
1 Bed Apartment	2,200.0 sqm @	1,318.00 psm		(2,899,600)
2 Bed Apartment	4,400.0 2,200.0 sqm @	1,318.00 psm		(2,899,600)
External works	5,799,200 @	15%		(869,880)
	15,816 £per unit			
Contingency	6,669,080 @	5%		(333,454)
Professional Fees	6,669,080 @	9%		(600,217)
Disposal Costs -				
Sale Agents Costs	11,005,500 GDV @	1.00%		(110,055)
Sale Legal Costs	11,005,500 GDV @	0.50%		(55,028)
Marketing and Promotion	11,005,500 GDV @	3.00%		(330,165)
Finance Costs -				
Finance Fees	8,286,898 @	1.00%		(82,869)
Interest on Development Costs	7.00% APR	0.565% pcm		(624,217)
Developers Profit				
On private for sale	11,005,500	20.00%		(2,201,100)
On affordable housing pre-sale (blended)	0	6.00%		-
		20.00%		
TOTAL COSTS				(11,195,084)

RESIDUAL LAND VALUE				
Residual Land Value (gross)				(189,584)
SDLT	- @			-
Acquisition Agent fees	- @	1%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.0%		-
Residual Land Value (net)	(3,447) per plot			(189,584)

TRESHOLD LAND VALUE				
Residential Density	110 dph			
Site Area	0.50 ha	1.24 acres		
	8,800 sqm/ha	38,334 sqft/ac		
Threshold Land Value	1,482,600 £ per ha	600,000 £ per acre		741,300
	13,478 £ per plot			

BALANCE	
Surplus/(Deficit)	(930,884)

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Scheme 3

SENSITIVITY ANALYSIS								
		AH - % on site						
Balance	(930,884)	0%	10%	20%	30%	40%	50%	60%
	0	329,270	152,291	(72,365)	(256,191)	(480,954)	(687,943)	(944,692)
	20	263,495	83,192	(128,340)	(310,704)	(528,644)	(732,166)	(979,439)
	40	187,486	14,093	(189,842)	(360,906)	(578,226)	(776,389)	(1,014,186)
	60	111,477	(55,006)	(251,344)	(416,651)	(630,346)	(820,613)	(1,048,933)
	80	35,468	(119,169)	(312,846)	(471,473)	(682,466)	(864,836)	(1,083,680)
CIL Epsm	100	(40,540)	(189,058)	(370,243)	(527,834)	(734,587)	(909,059)	(1,118,427)
	120	(116,549)	(258,947)	(433,135)	(586,816)	(786,707)	(953,283)	(1,153,173)
	140	(188,405)	(328,835)	(495,365)	(648,413)	(838,827)	(997,506)	(1,187,920)
	160	(265,282)	(395,170)	(559,228)	(710,010)	(890,948)	(1,041,729)	(1,222,667)
	180	(337,328)	(465,651)	(628,722)	(771,606)	(943,068)	(1,085,953)	(1,257,414)
	200	(415,942)	(537,909)	(698,216)	(833,203)	(995,188)	(1,130,176)	(1,292,161)
	220	(493,879)	(615,201)	(767,709)	(894,800)	(1,047,309)	(1,174,399)	(1,326,908)
	240	(574,977)	(694,171)	(837,203)	(956,397)	(1,099,429)	(1,218,622)	(1,361,655)

		AH commuted sum - £ psm						
Balance	(930,884)	0	50	100	150	200	250	300
	0	441,980	263,495	73,473	(116,549)	(303,721)	(493,879)	(705,278)
	20	366,840	187,486	(2,536)	(188,405)	(376,635)	(574,977)	(792,145)
	40	301,499	111,477	(78,545)	(265,282)	(454,137)	(661,844)	(879,012)
	60	225,490	35,468	(149,966)	(337,328)	(533,620)	(748,712)	(965,880)
	80	149,482	(40,540)	(226,843)	(415,942)	(618,411)	(835,579)	(1,052,747)
CIL Epsm	100	73,473	(116,549)	(303,721)	(493,879)	(705,278)	(922,446)	(1,139,614)
	120	(2,536)	(188,405)	(376,635)	(574,977)	(792,145)	(1,009,313)	(1,226,481)
	140	(78,545)	(265,282)	(454,137)	(661,844)	(879,012)	(1,096,180)	(1,313,348)
	160	(149,966)	(337,328)	(533,620)	(748,712)	(965,880)	(1,183,048)	(1,400,216)
	180	(226,843)	(415,942)	(618,411)	(835,579)	(1,052,747)	(1,269,915)	(1,487,083)
	200	(303,721)	(493,879)	(705,278)	(922,446)	(1,139,614)	(1,356,782)	(1,573,950)
	220	(376,635)	(574,977)	(792,145)	(922,446)	(1,139,614)	(1,356,782)	(1,573,950)
	240	(454,137)	(661,844)	(879,012)	(1,096,180)	(1,313,348)	(1,530,516)	(1,747,684)

		AH - % on site						
Balance	(930,884)	0%	10%	20%	30%	40%	50%	60%
	100.0%	225,490	48,642	(159,091)	(333,034)	(552,489)	(754,278)	(996,812)
	102.5%	66,254	(110,594)	(320,147)	(497,085)	(734,150)	(936,262)	(1,178,796)
	105.0%	(92,982)	(266,560)	(478,668)	(673,599)	(916,134)	(1,118,246)	(1,360,780)
	107.5%	(248,746)	(424,715)	(653,471)	(855,583)	(1,098,117)	(1,300,230)	(1,542,764)
	110.0%	(406,499)	(592,920)	(835,455)	(1,037,567)	(1,280,101)	(1,482,214)	(1,724,748)
Build Costs	112.5%	(572,792)	(774,904)	(1,017,439)	(1,219,551)	(1,462,085)	(1,664,198)	(1,906,732)
	115.0%	(754,776)	(956,888)	(1,199,423)	(1,401,535)	(1,644,069)	(1,846,182)	(2,088,716)
	117.5%	(936,760)	(1,138,872)	(1,381,407)	(1,583,519)	(1,826,053)	(2,028,166)	(2,270,700)
	120.0%	(1,118,744)	(1,320,856)	(1,563,390)	(1,765,503)	(2,008,037)	(2,210,150)	(2,452,684)
	122.5%	(1,300,728)	(1,502,840)	(1,745,374)	(1,947,487)	(2,190,021)	(2,392,134)	(2,634,668)
	125.0%	(1,482,712)	(1,684,824)	(1,927,358)	(2,129,471)	(2,372,005)	(2,574,118)	(2,816,652)
	127.5%	(1,664,696)	(1,866,808)	(2,109,342)	(2,311,455)	(2,553,989)	(2,756,102)	(2,998,636)
	130.0%	(1,846,679)	(2,048,792)	(2,291,326)	(2,493,439)	(2,735,973)	(2,938,086)	(3,180,620)

		Build Costs						
Balance	(930,884)	100%	105%	110%	115%	120%	125%	130%
	0	329,270	21,032	(294,486)	(624,475)	(988,443)	(1,352,411)	(1,716,379)
	20	263,495	(54,977)	(367,191)	(711,342)	(1,075,310)	(1,439,278)	(1,803,246)
	40	187,486	(126,129)	(444,589)	(798,209)	(1,162,177)	(1,526,145)	(1,890,113)
	60	111,477	(203,006)	(524,072)	(885,076)	(1,249,044)	(1,613,012)	(1,976,980)
	80	35,468	(279,884)	(607,976)	(971,944)	(1,335,912)	(1,699,880)	(2,063,847)
CIL Epsm	100	(40,540)	(352,259)	(694,843)	(1,058,811)	(1,422,779)	(1,786,747)	(2,150,715)
	120	(116,549)	(430,874)	(781,710)	(1,145,678)	(1,509,646)	(1,873,614)	(2,237,582)
	140	(188,405)	(508,975)	(868,577)	(1,232,545)	(1,596,513)	(1,960,481)	(2,324,449)
	160	(265,282)	(591,476)	(955,444)	(1,319,412)	(1,683,380)	(2,047,348)	(2,411,316)
	180	(337,328)	(678,344)	(1,042,312)	(1,406,280)	(1,770,248)	(2,134,215)	(2,498,183)
	200	(415,942)	(765,211)	(1,129,179)	(1,493,147)	(1,857,115)	(2,221,083)	(2,585,051)
	220	(493,879)	(852,078)	(1,216,046)	(1,580,014)	(1,943,982)	(2,307,950)	(2,671,918)
	240	(574,977)	(938,945)	(1,302,913)	(1,666,881)	(2,030,849)	(2,394,817)	(2,758,785)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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Scheme 4

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						45
AH Policy requirement %						90% AH Target 10% on-site
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	0.0%	0	0%	0	0%	0
3 Bed houses	0%	0	0%	0	0%	0
4 Bed houses	0%	0	0%	0	0%	0
5 Bed houses	0.0%	0	0%	0	0%	0
1 Bed Apartment	60.0%	24.6	60.0%	2.4	60%	27
2 Bed Apartment	40.0%	16.4	40.0%	1.6	40%	18
Total number of units	100%	41.0	100%	4.0	100%	45
Unit Floor areas -	Net sales (NIA) per unit		Net to Gross %		Gross (GIA) per unit	
	(sqm)	(sqft)	%		(sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	60.0	646	65.0%		92.3	994
2 Bed Apartment	80.0	861	65.0%		123.1	1,325
Total Gross Floor areas -	Market Units GIA		AH units GIA		Total GIA	
	(sqm)	(sqft)	(sqm)	(sqft)	(sqm)	(sqft)
2 Bed houses	0.0	0	0.0	0	0.0	0
3 Bed houses	0.0	0	0.0	0	0.0	0
4 Bed houses	0.0	0	0.0	0	0.0	0
5 Bed houses	0.0	0	0.0	0	0.0	0
1 Bed Apartment	2,270.8	24,442	221.5	2,385	2,492.3	26,827
2 Bed Apartment	2,018.5	21,727	196.9	2,120	2,215.4	23,846
	4,289.2	46,169	418.5	4,504	4,707.7	50,673
Open Market values (£) -	£ psm	£ psf	25%	£	total MV (£ no AH)	
2 Bed houses	4,687.5	435	300,000	375,000	0	
3 Bed houses	5,131.6	477	390,000	487,500	0	
4 Bed houses	5,795.5	538	510,000	637,500	0	
5 Bed houses	6,346.2	590	660,000	825,000	0	
1 Bed Apartment	5,000.0	465	240,000	300,000	8,100,000	
2 Bed Apartment	4,687.5	435	300,000	375,000	6,750,000	
					14,850,000	
Affordable Housing -	66% Affordable Rent		34% Intermediate			
AH Tenure split						
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000	35%	135,000 36%			
3 Bed houses	145,000	30%	165,000 34%			
4 Bed houses	185,000	29%	195,000 31%			
5 Bed houses	210,000	25%	225,000 27%			
1 Bed Apartment	100,000	33%	110,000 37%			
2 Bed Apartment	115,000	31%	125,000 33%			

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Scheme 4

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	0	@	375,000	-
3 Bed houses	0	@	487,500	-
4 Bed houses	0	@	637,500	-
5 Bed houses	0	@	825,000	-
1 Bed Apartment	25	@	300,000	7,380,000
2 Bed Apartment	16	@	375,000	6,150,000
	41			13,530,000
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	2	@	100,000	158,400
2 Bed Apartment	1	@	115,000	121,440
	3			279,840
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	1	@	110,000	89,760
2 Bed Apartment	1	@	125,000	68,000
	1			157,760
	45 total			
Grant	4.0	AH units @	0	-
GDV				13,967,600

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

19,609 £ per unit

187 £ psm

882,400 £

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Scheme 4

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					(25,000)
Statutory Planning Fees					(17,325)
CIL	4,289 sqm (exc. AH)	100 £ psm	3.07%		(428,923)
Site Specific S106/278	45 units @	1,500 per unit			(67,500)
AH Commuted Sum	4,708 sqm	0 £ psm	0.00%		-
Construction Costs -					
Demolition and Site Clearance	1.11 acres @	50,000 per acre			(55,598)
2 Bed houses	- sqm @	1,371.00 psm			-
3 Bed houses	- sqm @	1,371.00 psm			-
4 Bed houses	- sqm @	1,371.00 psm			-
5 Bed houses	- sqm @	1,371.00 psm			-
1 Bed Apartment	2,492.3 sqm @	1,371.00 psm			(3,416,954)
2 Bed Apartment	4,707.7 2,215.4 sqm @	1,371.00 psm			(3,037,292)
External works	6,454,246 @	15%			(968,137)
	21,514 £per unit				
Contingency	7,422,383 @	5%			(371,119)
Professional Fees	7,422,383 @	9%			(668,014)
Disposal Costs -					
Sale Agents Costs	13,530,000 GDV @	1.00%			(135,300)
Sale Legal Costs	13,967,600 GDV @	0.50%			(69,838)
Marketing and Promotion	13,530,000 GDV @	3.00%			(405,900)
Finance Costs -					
Finance Fees	9,666,900 @	1.00%			(96,669)
Interest on Development Costs	7.00% APR	0.565% pcm			(666,588)
Developers Profit					
On private for sale	13,530,000	20.00%			(2,706,000)
On affordable housing pre-sale (blended)	437,600	6.00%			(26,256)
		19.56%			
TOTAL COSTS					(13,162,414)
RESIDUAL LAND VALUE					
Residual Land Value (gross)					805,186
SDLT	805,186 @				(32,207)
Acquisition Agent fees	805,186 @	1%			(8,052)
Acquisition Legal fees	805,186 @	0.5%			(4,026)
Interest on Land	805,186 @	7.0%			(56,363)
Residual Land Value (net)	15,656 per plot				704,538
TRESHOLD LAND VALUE					
Residential Density	100 dph				
Site Area	0.45 ha	1.11 acres			
	10,462 sqm/ha	45,571 sqft/ac			
Threshold Land Value	1,482,600 £ per ha	600,000 £ per acre			
	14,826 £ per plot				667,170
BALANCE					
Surplus/(Deficit)					37,368

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Scheme 4

SENSITIVITY ANALYSIS								
		AH - % on site						
	37,368	0%	10%	20%	30%	40%	50%	60%
Balance		0	20	40	60	80	100	
		3,240,101	3,180,717	3,121,334	3,061,951	3,002,567	2,943,184	
CIL £psm		2,757,485	2,703,380	2,649,275	2,595,170	2,541,065	2,486,960	
		2,154,214	2,106,707	2,059,201	2,011,694	1,964,187	1,916,681	
		1,671,598	1,629,370	1,587,141	1,544,913	1,502,685	1,460,457	
		1,106,772	1,070,299	1,033,826	997,352	960,879	924,406	
		612,733	581,663	550,594	519,524	488,454	457,384	
		1,556	(23,041)	(47,637)	(72,234)	(96,831)	(116,461)	
								(141,339)
								(166,217)
								(191,094)
								(215,972)
								(240,850)
								(265,728)
								(290,605)

		AH commuted sum - £ psm						
	37,368	0	50	100	150	200	250	300
Balance		0	20	40	60	80	100	
		3,833,935	3,774,551	3,715,168	3,655,785	3,596,401	3,537,018	
CIL £psm		3,685,476	3,626,093	3,566,710	3,507,326	3,447,943	3,388,559	
		3,537,018	3,477,634	3,418,251	3,358,868	3,299,484	3,240,101	
		3,388,559	3,329,176	3,269,793	3,210,409	3,151,026	3,091,642	
		3,240,101	3,180,717	3,121,334	3,061,951	3,002,567	2,943,184	
		3,091,642	3,032,259	2,972,876	2,913,492	2,854,109	2,794,725	
		2,943,184	2,883,800	2,824,417	2,765,034	2,705,650	2,646,267	
		2,794,725	2,735,342	2,675,959	2,616,575	2,557,192	2,497,808	
		2,646,267	2,586,883	2,527,500	2,468,117	2,408,733	2,349,350	
		2,497,808	2,438,425	2,379,042	2,319,659	2,260,275	2,200,891	
		2,349,350	2,290,000	2,230,650	2,171,300	2,111,950	2,052,600	
		2,200,891	2,141,540	2,082,190	2,022,840	1,963,490	1,904,140	
		2,052,600	1,993,250	1,933,900	1,874,550	1,815,200	1,755,850	
		1,904,140	1,844,790	1,785,440	1,726,090	1,666,740	1,607,390	
		1,755,850	1,696,500	1,637,150	1,577,800	1,518,450	1,459,100	
		1,607,390	1,548,040	1,488,690	1,429,340	1,369,990	1,310,640	
		1,459,100	1,400,000	1,340,900	1,281,800	1,222,700	1,163,600	
		1,310,640	1,251,540	1,192,440	1,133,340	1,074,240	1,015,140	
		1,163,600	1,104,500	1,045,400	986,300	927,200	868,100	
		868,100	809,000	749,900	690,800	631,700	572,600	
		572,600	513,500	454,400	395,300	336,200	277,100	
		277,100	218,000	158,900	99,800	40,700	(18,400)	
		(18,400)	(77,500)	(137,000)	(196,500)	(256,000)	(315,500)	
		(315,500)	(375,000)	(434,500)	(494,000)	(553,500)	(613,000)	
		(613,000)	(672,500)	(732,000)	(791,500)	(851,000)	(910,500)	
		(910,500)	(970,000)	(1,029,500)	(1,089,000)	(1,148,500)	(1,208,000)	
		(1,208,000)	(1,267,500)	(1,327,000)	(1,386,500)	(1,446,000)	(1,505,500)	
		(1,505,500)	(1,565,000)	(1,624,500)	(1,684,000)	(1,743,500)	(1,803,000)	
		(1,803,000)	(1,862,500)	(1,922,000)	(1,981,500)	(2,041,000)	(2,100,500)	
		(2,100,500)	(2,160,000)	(2,219,500)	(2,279,000)	(2,338,500)	(2,398,000)	
		(2,398,000)	(2,457,500)	(2,517,000)	(2,576,500)	(2,636,000)	(2,695,500)	
		(2,695,500)	(2,755,000)	(2,814,500)	(2,874,000)	(2,933,500)	(2,993,000)	
		(2,993,000)	(3,052,500)	(3,112,000)	(3,171,500)	(3,231,000)	(3,290,500)	
		(3,290,500)	(3,350,000)	(3,409,500)	(3,469,000)	(3,528,500)	(3,588,000)	
		(3,588,000)	(3,647,500)	(3,707,000)	(3,766,500)	(3,826,000)	(3,885,500)	
		(3,885,500)	(3,945,000)	(4,004,500)	(4,064,000)	(4,123,500)	(4,183,000)	
		(4,183,000)	(4,242,500)	(4,302,000)	(4,361,500)	(4,421,000)	(4,480,500)	
		(4,480,500)	(4,540,000)	(4,600,000)	(4,659,500)	(4,719,000)	(4,778,500)	
		(4,778,500)	(4,838,000)	(4,897,500)	(4,957,000)	(5,016,500)	(5,076,000)	
		(5,076,000)	(5,135,500)	(5,195,000)	(5,254,500)	(5,314,000)	(5,373,500)	
		(5,373,500)	(5,433,000)	(5,492,500)	(5,552,000)	(5,611,500)	(5,671,000)	
		(5,671,000)	(5,730,500)	(5,790,000)	(5,849,500)	(5,909,000)	(5,968,500)	
		(5,968,500)	(6,028,000)	(6,087,500)	(6,147,000)	(6,206,500)	(6,266,000)	
		(6,266,000)	(6,325,500)	(6,385,000)	(6,444,500)	(6,504,000)	(6,563,500)	
		(6,563,500)	(6,623,000)	(6,682,500)	(6,742,000)	(6,801,500)	(6,861,000)	
		(6,861,000)	(6,920,500)	(6,980,000)	(7,039,500)	(7,099,000)	(7,158,500)	
		(7,158,500)	(7,218,000)	(7,277,500)	(7,337,000)	(7,396,500)	(7,456,000)	
		(7,456,000)	(7,515,500)	(7,575,000)	(7,634,500)	(7,694,000)	(7,753,500)	
		(7,753,500)	(7,813,000)	(7,872,500)	(7,932,000)	(7,991,500)	(8,051,000)	
		(8,051,000)	(8,110,500)	(8,170,000)	(8,229,500)	(8,289,000)	(8,348,500)	
		(8,348,500)	(8,408,000)	(8,467,500)	(8,527,000)	(8,586,500)	(8,646,000)	
		(8,646,000)	(8,705,500)	(8,765,000)	(8,824,500)	(8,884,000)	(8,943,500)	
		(8,943,500)	(9,003,000)	(9,062,500)	(9,122,000)	(9,181,500)	(9,241,000)	
		(9,241,000)	(9,300,500)	(9,360,000)	(9,419,500)	(9,479,000)	(9,538,500)	
		(9,538,500)	(9,598,000)	(9,657,500)	(9,717,000)	(9,776,500)	(9,836,000)	
		(9,836,000)	(9,895,500)	(9,955,000)	(10,014,500)	(10,074,000)	(10,133,500)	
		(10,133,500)	(10,193,000)	(10,252,500)	(10,312,000)	(10,371,500)	(10,431,000)	
		(10,431,000)	(10,490,500)	(10,550,000)	(10,609,500)	(10,669,000)	(10,728,500)	
		(10,728,500)	(10,788,000)	(10,847,500)	(10,907,000)	(10,966,500)	(11,026,000)	
		(11,026,000)	(11,085,500)	(11,145,000)	(11,204,500)	(11,264,000)	(11,323,500)	
		(11,323,500)	(11,383,000)	(11,442,500)	(11,502,000)	(11,561,500)	(11,621,000)	
		(11,621,000)	(11,680,500)	(11,740,000)	(11,799,500)	(11,859,000)	(11,918,500)	
		(11,918,500)	(11,978,000)	(12,037,500)	(12,097,000)	(12,156,500)	(12,216,000)	
		(12,216,000)	(12,275,500)	(12,335,000)	(12,394,500)	(12,454,000)	(12,513,500)	
		(12,513,500)	(12,573,000)	(12,632,500)	(12,692,000)	(12,751,500)	(12,811,000)	
		(12,811,000)	(12,870,500)	(12,930,000)	(12,989,500)	(13,049,000)	(13,108,500)	
		(13,108,500)	(13,168,000)	(13,227,500)	(13,287,000)	(13,346,500)	(13,406,000)	
		(13,406,000)	(13,465,500)	(13,525,000)	(13,584,500)	(13,644,000)	(13,703,500)	
		(13,703,500)	(13,763,000)	(13,822,500)	(13,882,000)	(13,941,500)	(14,001,000)	
		(14,001,000)	(14,060,500)	(14,120,000)	(14,179,500)	(14,239,000)	(14,298,500)	
		(14,298,500)	(14,358,000)	(14,417,500)	(14,477,000)	(14,536,500)	(14,596,000)	
		(14,596,000)	(14,655,500)	(14,715,000)	(14,774,500)	(14,834,000)	(14,893,500)	
		(14,893,500)	(14,953,000)	(15,012,500)	(15,072,000)	(15,131,500)	(15,191,000)	
		(15,191,000)	(15,250,500)	(15,310,000)	(15,369,500)	(15,429,000)	(15,488,500)	
		(15,488,500)	(15,548,000)	(15,607,500)	(15,667,000)	(15,726,500)	(15,786,000)	
		(15,786,000)	(15,845,500)	(15,905,000)	(15,964,500)	(16,024,000)	(16,083,500)	
		(16,083,500)	(16,143,000)	(16,202,500)	(16,262,000)	(16,321,500)	(16,381,000)	
		(16,381,000)	(16,440,500)	(16,500,000)	(16,559,500)	(16,619,000)	(16,678,500)	
		(16,678,500)	(16,738,000)	(16,797,500)	(16,857,000)	(16,916,500)	(16,976,000)	
		(16,976,000)	(17,035,500)	(17,095,000)	(17,154,500)	(17,214,000)	(17,273,500)	
		(17,273,500)	(17,333,000)	(17,392,500)	(17,452,000)	(17,511,500)	(17,571,000)	
		(17,571,000)	(17,630,500)	(17,690,000)	(17,749,500)	(17,809,000)	(17,868,500)	
		(17,868,500)	(17,928,000)	(17,987,500)	(18,047,000)	(18,106,500)	(18,166,000)	
		(18,166,000)	(18,225,500)	(18,285,000)	(18,344,500)	(18,404,000)	(18,463,500)	
		(18,463,500)	(18,523,000)	(18,582,500)	(18,642,000)	(18,701,500)	(18,761,000)	
		(18,761,000)	(18,820,500)	(18,880,000)	(18,939,500)	(19,000,000)	(19,059,500)	
		(19,059,500)	(19,119,000)	(19,178,500)	(19,238,000)	(19,297,500)	(19,357,000)	
		(19,357,000)	(19,416,500)	(19,476,000)	(19,535,500)	(19,595,000)	(19,654,500)	
		(19,654,500)	(19,714,000)	(19,773,500)	(19,833,000)	(19,892,500)	(19,952,000)	
		(19,952,000)	(20,011,500)	(20,071,000)	(20,130,500)	(20,190,000)	(20,249,500)	
		(20,249,500)	(20,309,000)	(20,368,500)	(20,428,000)	(20,487,500)	(20,547,000)	
		(20,547,000)	(20,606,500)	(20,666,000)	(20,725,500)	(20,785,000)	(20,844,500)	
		(20,844,500)	(20,904,000)	(20,963,500)	(21,023,000)	(21,082,500)	(21,142,000)	
		(21,142,000)	(21,201,500)	(21,261,000)	(21,320,500)	(21,380,000)	(21,439,500)	

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SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						45
AH Policy requirement %		100%	AH Target	0%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	0.0%	0	0%	0	0%	0
3 Bed houses	0%	0	0%	0	0%	0
4 Bed houses	0%	0	0%	0	0%	0
5 Bed houses	0.0%	0	0%	0	0%	0
1 Bed Apartment	60.0%	27.0	60.0%	0.0	60%	27
2 Bed Apartment	40.0%	18.0	40.0%	0.0	40%	18
Total number of units	100%	45.0	100%	0.0	100%	45
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	60.0	646	65.0%		92.3	994
2 Bed Apartment	80.0	861	65.0%		123.1	1,325
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	0.0	0	0.0	0	0.0	0
3 Bed houses	0.0	0	0.0	0	0.0	0
4 Bed houses	0.0	0	0.0	0	0.0	0
5 Bed houses	0.0	0	0.0	0	0.0	0
1 Bed Apartment	2,492.3	26,827	0.0	0	2,492.3	26,827
2 Bed Apartment	2,215.4	23,846	0.0	0	2,215.4	23,846
	4,707.7	50,673	0.0	0	4,707.7	50,673
Open Market values (£) -	£ psm	£ psf	25%	£		total MV £ (no AH)
2 Bed houses	3,593.8	334	230,000	287,500		0
3 Bed houses	4,210.5	391	320,000	400,000		0
4 Bed houses	4,772.7	443	420,000	525,000		0
5 Bed houses	5,288.5	491	550,000	687,500		0
1 Bed Apartment	4,375.0	406	210,000	262,500		7,087,500
2 Bed Apartment	4,062.5	377	260,000	325,000		5,850,000
						12,937,500
Affordable Housing -						
AH Tenure split	66% Affordable Rent		34% Intermediate			
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000 45%		135,000 47%			
3 Bed houses	145,000 36%		165,000 41%			
4 Bed houses	185,000 35%		195,000 37%			
5 Bed houses	210,000 31%		225,000 33%			
1 Bed Apartment	100,000 38%		110,000 42%			
2 Bed Apartment	115,000 35%		125,000 38%			

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GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	0	@	287,500	-
3 Bed houses	0	@	400,000	-
4 Bed houses	0	@	525,000	-
5 Bed houses	0	@	687,500	-
1 Bed Apartment	27	@	262,500	7,087,500
2 Bed Apartment	18	@	325,000	5,850,000
	45			12,937,500
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	0			-
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	0			-
	45 total			-
Grant	0.0	AH units @	0	-
GDV				12,937,500

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

0 £ per unit

0 £ psm

0 £

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DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees and reports				(25,000)
Statutory Planning Fees				(17,325)
CIL	4,708 sqm (exc. AH)	0 £ psm	0.00%	-
Site Specific S106/278	45 units @	1,500 per unit		(67,500)
AH Commuted Sum	4,708 sqm	0 £ psm	0.00%	-
Construction Costs -				
Demolition and Site Clearance	1.11 acres @	50,000 per acre		(55,598)
2 Bed houses	- sqm @	1,371.00 psm		-
3 Bed houses	- sqm @	1,371.00 psm		-
4 Bed houses	- sqm @	1,371.00 psm		-
5 Bed houses	- sqm @	1,371.00 psm		-
1 Bed Apartment	2,492.3 sqm @	1,371.00 psm		(3,416,954)
2 Bed Apartment	4,707.7 2,215.4 sqm @	1,371.00 psm		(3,037,292)
External works	6,454,246 @	15%		(968,137)
	21,514 £per unit			
Contingency	7,422,383 @	5%		(371,119)
Professional Fees	7,422,383 @	9%		(668,014)
Disposal Costs -				
Sale Agents Costs	12,937,500 GDV @	1.00%		(129,375)
Sale Legal Costs	12,937,500 GDV @	0.50%		(64,688)
Marketing and Promotion	12,937,500 GDV @	3.00%		(388,125)
Finance Costs -				
Finance Fees	9,209,127 @	1.00%		(92,091)
Interest on Development Costs	7.00% APR	0.565% pcm		(655,249)
Developers Profit				
On private for sale	12,937,500	20.00%		(2,587,500)
On affordable housing pre-sale (blended)	0	6.00%		-
		20.00%		
TOTAL COSTS				(12,543,967)
RESIDUAL LAND VALUE				
Residual Land Value (gross)				393,533
SDLT	393,533 @			(11,806)
Acquisition Agent fees	393,533 @	1%		(3,935)
Acquisition Legal fees	393,533 @	0.5%		(1,968)
Interest on Land	393,533 @	7.0%		(27,547)
Residual Land Value (net)	7,739 per plot			348,277
TRESHOLD LAND VALUE				
Residential Density	100 dph			
Site Area	0.45 ha	1.11 acres		
	10,462 sqm/ha	45,571 sqft/ac		
Threshold Land Value	1,482,600 £ per ha	600,000 £ per acre		
	14,826 £ per plot			667,170
BALANCE				
Surplus/(Deficit)				(318,893)

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SENSITIVITY ANALYSIS									
		AH - % on site							
	Balance	(318,893)	0%	10%	20%	30%	40%	50%	60%
		0	1,882,472	1,549,566	1,173,419	832,633	406,651	73,054	(351,060)
		20	1,823,089	1,495,461	1,124,788	789,406	370,178	41,625	(376,500)
		40	1,763,705	1,441,356	1,076,157	746,178	333,704	10,196	(401,940)
		60	1,704,322	1,387,251	1,027,526	702,950	307,095	(21,233)	(427,380)
		80	1,644,939	1,333,146	978,894	659,723	270,200	(52,662)	(451,680)
	CIL £psm	100	1,585,555	1,279,042	930,263	616,495	233,305	(84,091)	(477,401)
		120	1,526,172	1,224,937	881,632	573,267	196,410	(115,520)	(503,122)
		140	1,466,789	1,170,832	833,001	530,040	159,515	(142,275)	(528,843)
		160	1,407,405	1,156,318	784,370	486,812	122,620	(174,063)	(554,564)
		180	1,348,022	1,100,932	735,739	443,584	85,725	(205,851)	(582,544)
		200	1,288,638	1,045,547	687,108	400,356	48,830	(237,640)	(610,654)
		220	1,229,255	990,161	638,477	357,129	11,935	(269,428)	(638,765)
		240	1,169,872	934,776	589,845	313,901	(24,960)	(301,216)	(666,875)

		AH commuted sum - £ psm							
	Balance	(318,893)	0	50	100	150	200	250	300
		0	2,149,698	2,001,239	1,852,781	1,704,322	1,555,864	1,407,405	1,258,947
		20	2,090,314	1,941,856	1,793,397	1,644,939	1,496,480	1,348,022	1,199,563
		40	2,030,931	1,882,472	1,734,014	1,585,555	1,437,097	1,288,638	1,140,180
		60	1,971,547	1,823,089	1,674,630	1,526,172	1,377,713	1,229,255	1,119,537
		80	1,912,164	1,763,705	1,615,247	1,466,789	1,318,330	1,169,872	1,058,748
	CIL £psm	100	1,852,781	1,704,322	1,555,864	1,407,405	1,258,947	1,149,931	997,959
		120	1,793,397	1,644,939	1,496,480	1,348,022	1,199,563	1,089,142	937,170
		140	1,734,014	1,585,555	1,437,097	1,288,638	1,140,180	1,028,353	876,381
		160	1,674,630	1,526,172	1,377,713	1,229,255	1,119,537	967,564	815,592
		180	1,615,247	1,466,789	1,318,330	1,169,872	1,058,748	906,775	754,803
		200	1,555,864	1,407,405	1,258,947	1,149,931	997,959	845,986	694,014
		220	1,496,480	1,348,022	1,199,563	1,089,142	937,170	785,198	633,225
		240	1,437,097	1,288,638	1,140,180	1,028,353	876,381	724,409	572,436

		AH - % on site							
	Balance	(318,893)	0%	10%	20%	30%	40%	50%	60%
		100.0%	1,615,247	1,306,094	954,579	638,109	251,752	(68,377)	(464,541)
		102.5%	1,485,838	1,176,685	822,107	505,637	117,749	(198,339)	(609,193)
		105.0%	1,356,429	1,085,223	689,635	373,165	(16,255)	(333,874)	(762,340)
		107.5%	1,227,020	952,751	557,163	249,903	(145,621)	(466,474)	(915,487)
		110.0%	1,136,749	820,279	424,691	115,900	(281,156)	(611,307)	(1,068,634)
	Build Costs	112.5%	1,004,277	687,807	302,025	(18,104)	(413,543)	(764,453)	(1,221,780)
		115.0%	871,805	555,335	168,022	(147,492)	(552,099)	(917,600)	(1,374,927)
		117.5%	739,333	422,863	34,018	(283,026)	(704,885)	(1,070,747)	(1,528,074)
		120.0%	606,861	300,176	(99,985)	(415,456)	(858,032)	(1,223,894)	(1,681,221)
		122.5%	474,390	166,172	(230,309)	(554,032)	(1,011,179)	(1,377,040)	(1,834,367)
		125.0%	341,918	32,169	(361,547)	(706,999)	(1,164,326)	(1,530,187)	(1,987,514)
		127.5%	218,294	(101,834)	(499,528)	(860,145)	(1,317,472)	(1,683,334)	(2,140,661)
		130.0%	84,291	(232,179)	(647,431)	(1,013,292)	(1,470,619)	(1,836,481)	(2,293,807)

		Build Costs							
	Balance	(318,893)	100%	105%	110%	115%	120%	125%	130%
		0	1,882,472	1,623,654	1,364,836	1,145,355	880,412	615,468	350,524
		20	1,823,089	1,564,271	1,305,453	1,084,567	819,623	554,679	299,512
		40	1,763,705	1,504,888	1,246,070	1,023,778	758,834	493,890	238,020
		60	1,704,322	1,445,504	1,186,686	962,989	698,045	433,101	176,529
		80	1,644,939	1,386,121	1,167,144	902,200	637,256	372,312	115,037
	CIL £psm	100	1,585,555	1,326,737	1,106,355	841,411	576,467	311,523	53,545
		120	1,526,172	1,267,354	1,045,566	780,622	515,678	260,060	(7,946)
		140	1,466,789	1,207,971	984,777	719,833	454,889	198,569	(69,438)
		160	1,407,405	1,148,587	923,988	659,044	394,100	137,077	(126,072)
		180	1,348,022	1,128,143	863,199	598,255	333,311	75,585	(188,267)
		200	1,288,638	1,067,354	802,410	537,466	282,100	14,094	(250,461)
		220	1,229,255	1,006,565	741,621	476,677	220,609	(47,398)	(312,655)
		240	1,169,872	945,776	680,832	415,888	159,117	(108,890)	(370,757)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

150128 West Oxon LPlan CIL Supported Living Viability Models v6.2a

Scheme 6

SCHEME DETAILS - ASSUMPTIONS						
Total number of units in scheme						45
AH Policy requirement %		100%	AH Target	0%	on-site	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 Bed houses	0.0%	0	0%	0	0%	0
3 Bed houses	0%	0	0%	0	0%	0
4 Bed houses	0%	0	0%	0	0%	0
5 Bed houses	0.0%	0	0%	0	0%	0
1 Bed Apartment	60.0%	27.0	60.0%	0.0	60%	27
2 Bed Apartment	40.0%	18.0	40.0%	0.0	40%	18
Total number of units	100%	45.0	100%	0.0	100%	45
Unit Floor areas -	Net sales (NIA) per unit (sqm)	(sqft)	Net to Gross %	%	Gross (GIA) per unit (sqm)	(sqft)
2 Bed houses	80.0	861	100.0%		80.0	861
3 Bed houses	95.0	1,023	100.0%		95.0	1,023
4 Bed houses	110.0	1,184	100.0%		110.0	1,184
5 Bed houses	130.0	1,399	100.0%		130.0	1,399
1 Bed Apartment	60.0	646	65.0%		92.3	994
2 Bed Apartment	80.0	861	65.0%		123.1	1,325
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (sqm)	(sqft)
2 Bed houses	0.0	0	0.0	0	0.0	0
3 Bed houses	0.0	0	0.0	0	0.0	0
4 Bed houses	0.0	0	0.0	0	0.0	0
5 Bed houses	0.0	0	0.0	0	0.0	0
1 Bed Apartment	2,492.3	26,827	0.0	0	2,492.3	26,827
2 Bed Apartment	2,215.4	23,846	0.0	0	2,215.4	23,846
	4,707.7	50,673	0.0	0	4,707.7	50,673
Open Market values (£) -	£ psm	£ psf	25%	£	total MV £ (no AH)	
2 Bed houses	3,359.4	312	215,000	268,750	0	
3 Bed houses	3,684.2	342	280,000	350,000	0	
4 Bed houses	4,431.8	412	390,000	487,500	0	
5 Bed houses	4,807.7	447	500,000	625,000	0	
1 Bed Apartment	3,125.0	290	150,000	187,500	5,062,500	
2 Bed Apartment	3,281.3	305	210,000	262,500	4,725,000	
					9,787,500	
Affordable Housing -	66% Affordable Rent		34% Intermediate			
AH Tenure split						
RSL Transfer Values (£) -	(% of MV)		(% of MV)			
2 Bed houses	130,000	48%	135,000	50%		
3 Bed houses	145,000	41%	165,000	47%		
4 Bed houses	185,000	38%	195,000	40%		
5 Bed houses	210,000	34%	225,000	36%		
1 Bed Apartment	100,000	53%	110,000	59%		
2 Bed Apartment	115,000	44%	125,000	48%		

150128 West Oxon LPlan CIL Supported Living Viability Models v6.2a

Scheme 6

GROSS DEVELOPMENT VALUE				
Private for Sale GDV -				
2 Bed houses	0	@	268,750	-
3 Bed houses	0	@	350,000	-
4 Bed houses	0	@	487,500	-
5 Bed houses	0	@	625,000	-
1 Bed Apartment	27	@	187,500	5,062,500
2 Bed Apartment	18	@	262,500	4,725,000
	45			9,787,500
Affordable Rented GDV -				
2 Bed houses	0	@	130,000	-
3 Bed houses	0	@	145,000	-
4 Bed houses	0	@	185,000	-
5 Bed houses	0	@	210,000	-
1 Bed Apartment	0	@	100,000	-
2 Bed Apartment	0	@	115,000	-
	0			-
Intermediate GDV -				
2 Bed houses	0	@	135,000	-
3 Bed houses	0	@	165,000	-
4 Bed houses	0	@	195,000	-
5 Bed houses	0	@	225,000	-
1 Bed Apartment	0	@	110,000	-
2 Bed Apartment	0	@	125,000	-
	0			-
	45 total			-
Grant	0.0	AH units @	0	-
GDV				9,787,500

AH on-site cost (£MV - £GDV)
AH on-site cost analysis

0 £ per unit

0 £ psm

0 £

150128 West Oxon LPlan CIL Supported Living Viability Models v6.2a

Scheme 6

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees and reports				(25,000)
Statutory Planning Fees				(17,325)
CIL	4,708 sqm (exc. AH)	0 £ psm	0.00%	-
Site Specific S106/278	45 units @	1,500 per unit		(67,500)
AH Commuted Sum	4,708 sqm	0 £ psm	0.00%	-
Construction Costs -				
Demolition and Site Clearance	1.11 acres @	50,000 per acre		(55,598)
2 Bed houses	- sqm @	1,371.00 psm		-
3 Bed houses	- sqm @	1,371.00 psm		-
4 Bed houses	- sqm @	1,371.00 psm		-
5 Bed houses	- sqm @	1,371.00 psm		-
1 Bed Apartment	2,492.3 sqm @	1,371.00 psm		(3,416,954)
2 Bed Apartment	4,707.7 2,215.4 sqm @	1,371.00 psm		(3,037,292)
External works	6,454,246 @	15%		(968,137)
	21,514 £per unit			
Contingency	7,422,383 @	5%		(371,119)
Professional Fees	7,422,383 @	9%		(668,014)
Disposal Costs -				
Sale Agents Costs	9,787,500 GDV @	1.00%		(97,875)
Sale Legal Costs	9,787,500 GDV @	0.50%		(48,938)
Marketing and Promotion	9,787,500 GDV @	3.00%		(293,625)
Finance Costs -				
Finance Fees	9,067,377 @	1.00%		(90,674)
Interest on Development Costs	7.00% APR	0.565% pcm		(704,897)
Developers Profit				
On private for sale	9,787,500	20.00%		(1,957,500)
On affordable housing pre-sale (blended)	0	6.00%		-
		20.00%		
TOTAL COSTS				(11,820,447)
RESIDUAL LAND VALUE				
Residual Land Value (gross)				(2,032,947)
SDLT	- @			-
Acquisition Agent fees	- @	1%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.0%		-
Residual Land Value (net)	(45,177) per plot			(2,032,947)
TRESHOLD LAND VALUE				
Residential Density	100 dph			
Site Area	0.45 ha	1.11 acres		
	10,462 sqm/ha	45,571 sqft/ac		
Threshold Land Value	1,482,600 £ per ha	600,000 £ per acre		
	14,826 £ per plot			667,170
BALANCE				
Surplus/(Deficit)				(2,700,117)

150128 West Oxon LPlan CIL Supported Living Viability Models v6.2a

Scheme 6

SENSITIVITY ANALYSIS								
		AH - % on site						
Balance	(2,700,117)	0%	10%	20%	30%	40%	50%	60%
	0	473,414	288,874	43,323	(148,514)	(393,275)	(600,700)	(881,329)
	20	412,625	232,848	(5,870)	(192,741)	(431,435)	(636,618)	(909,439)
	40	351,836	176,822	(55,064)	(236,968)	(468,640)	(672,537)	(937,550)
	60	300,839	120,796	(104,257)	(281,195)	(507,222)	(708,456)	(965,660)
	80	239,348	64,771	(148,850)	(325,422)	(545,804)	(744,375)	(993,771)
CIL Epsm	100	177,856	8,745	(198,606)	(365,439)	(587,025)	(780,294)	(1,021,881)
	120	116,364	(47,281)	(248,361)	(410,665)	(629,190)	(816,213)	(1,049,992)
	140	54,873	(103,307)	(298,117)	(454,786)	(671,356)	(852,132)	(1,078,102)
	160	(6,619)	(154,799)	(343,169)	(500,512)	(713,522)	(888,051)	(1,106,213)
	180	(68,111)	(211,465)	(394,049)	(546,239)	(755,688)	(923,970)	(1,134,323)
	200	(124,730)	(268,131)	(443,702)	(595,309)	(797,853)	(959,889)	(1,162,434)
	220	(186,924)	(324,797)	(495,145)	(645,283)	(840,019)	(995,808)	(1,190,544)
	240	(249,119)	(377,520)	(546,587)	(695,257)	(882,185)	(1,031,727)	(1,218,655)

		AH commuted sum - £ psm						
Balance	(2,700,117)	0	50	100	150	200	250	300
	0	564,597	412,625	270,093	116,364	(37,365)	(186,924)	(337,584)
	20	503,808	351,836	208,602	54,873	(98,857)	(249,119)	(401,184)
	40	443,019	300,839	147,110	(6,619)	(155,827)	(311,313)	(463,776)
	60	382,230	239,348	85,618	(68,111)	(218,021)	(369,384)	(528,079)
	80	321,442	177,856	24,127	(124,730)	(280,216)	(432,984)	(595,764)
CIL Epsm	100	270,093	116,364	(37,365)	(186,924)	(337,584)	(495,928)	(666,040)
	120	208,602	54,873	(98,857)	(249,119)	(401,184)	(560,626)	(736,316)
	140	147,110	(6,619)	(155,827)	(311,313)	(463,776)	(630,902)	(806,592)
	160	85,618	(68,111)	(218,021)	(369,384)	(528,079)	(701,178)	(876,869)
	180	24,127	(124,730)	(280,216)	(432,984)	(595,764)	(771,454)	(947,145)
	200	(37,365)	(186,924)	(337,584)	(495,928)	(666,040)	(841,730)	(1,017,421)
	220	(98,857)	(249,119)	(401,184)	(560,626)	(736,316)	(912,007)	(1,087,697)
	240	(155,827)	(311,313)	(463,776)	(630,902)	(806,592)	(982,283)	(1,157,973)

		AH - % on site						
Balance	(2,700,117)	0%	10%	20%	30%	40%	50%	60%
	100.0%	382,230	204,835	(30,467)	(214,854)	(449,350)	(654,578)	(923,495)
	102.5%	259,073	70,832	(159,996)	(345,743)	(592,591)	(807,725)	(1,076,641)
	105.0%	125,070	(63,172)	(295,531)	(483,549)	(745,738)	(960,871)	(1,229,788)
	107.5%	(8,933)	(193,075)	(428,243)	(629,968)	(898,885)	(1,114,018)	(1,382,935)
	110.0%	(138,216)	(328,609)	(567,981)	(783,115)	(1,052,032)	(1,267,165)	(1,536,082)
Build Costs	112.5%	(273,751)	(461,031)	(721,128)	(936,262)	(1,205,178)	(1,420,312)	(1,689,228)
	115.0%	(405,971)	(605,358)	(874,275)	(1,089,408)	(1,358,325)	(1,573,458)	(1,842,375)
	117.5%	(544,443)	(758,505)	(1,027,422)	(1,242,555)	(1,511,472)	(1,726,605)	(1,995,522)
	120.0%	(696,518)	(911,652)	(1,180,568)	(1,395,702)	(1,664,618)	(1,879,752)	(2,148,669)
	122.5%	(849,665)	(1,064,798)	(1,333,715)	(1,548,848)	(1,817,765)	(2,032,899)	(2,301,815)
	125.0%	(1,002,812)	(1,217,945)	(1,486,862)	(1,701,995)	(1,970,912)	(2,186,045)	(2,454,962)
	127.5%	(1,155,958)	(1,371,092)	(1,640,009)	(1,855,142)	(2,124,059)	(2,339,192)	(2,608,109)
	130.0%	(1,309,105)	(1,524,239)	(1,793,155)	(2,008,289)	(2,277,205)	(2,492,339)	(2,761,255)

		Build Costs						
Balance	(2,700,117)	100%	105%	110%	115%	120%	125%	130%
	0	473,414	217,307	(50,699)	(315,994)	(591,104)	(897,397)	(1,203,691)
	20	412,625	155,816	(112,191)	(374,171)	(661,380)	(967,674)	(1,273,967)
	40	351,836	94,324	(169,314)	(437,771)	(731,656)	(1,037,950)	(1,344,243)
	60	300,839	32,832	(231,508)	(500,768)	(801,933)	(1,108,226)	(1,414,520)
	80	239,348	(28,659)	(293,702)	(565,915)	(872,209)	(1,178,502)	(1,484,796)
CIL Epsm	100	177,856	(90,151)	(351,375)	(636,192)	(942,485)	(1,248,778)	(1,555,072)
	120	116,364	(147,022)	(414,975)	(706,468)	(1,012,761)	(1,319,055)	(1,625,348)
	140	54,873	(209,216)	(477,720)	(776,744)	(1,083,037)	(1,389,331)	(1,695,624)
	160	(6,619)	(271,411)	(542,023)	(847,020)	(1,153,314)	(1,459,607)	(1,765,901)
	180	(68,111)	(333,605)	(611,003)	(917,296)	(1,223,590)	(1,529,883)	(1,836,177)
	200	(124,730)	(392,180)	(681,279)	(987,573)	(1,293,866)	(1,600,160)	(1,906,453)
	220	(186,924)	(454,672)	(751,555)	(1,057,849)	(1,364,142)	(1,670,436)	(1,976,729)
	240	(249,119)	(518,975)	(821,832)	(1,128,125)	(1,434,418)	(1,740,712)	(2,047,005)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

Appendix 4 – Commercial Appraisals

141212 West Oxon LPlan CIL Commerical Viability Models v3.1a Scheme 1 (B1)

SCHEME DETAILS - ASSUMPTIONS					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	400	4,306	80.0%	500.0	5,382
area 2	0	0	80.0%	0.0	0
area 3	0	0	80.0%	0.0	0
area 4	0	0	80.0%	0.0	0
area 5	0	0	80.0%	0.0	0
area 6	0	0	80.0%	0.0	0
total floor area	400	4,306	80.0%	500	5,382

GROSS DEVELOPMENT VALUE				
	sqft		£ psf	£
area 1	4,306	@	18.00	77,500
area 2	0	@	18.00	-
area 3	0	@	18.00	-
area 4	0	@	18.00	-
area 5	0	@	18.00	-
area 6	0	@	18.00	-
Estimated Gross Rental Value per annum				77,500
Yield		@	7.5%	
capitalised rent				1,033,335
less				
Rent Free / Void allowance	12 months rent			(77,500)
Purchasers costs		@	5.76%	(52,058)
GDV				903,778

141212 West Oxon LPlan CIL Commerical Viability Models v3.1a Scheme 1 (B1)

DEVELOPMENT COSTS			
Initial Payments -			
Planning Application Professional Fees and reports			(35,000)
Statutory Planning Fees			(2,567)
CIL	500 sqm @	0 £ psm	-
Site Specific S106/278			(10,000)
Construction Costs -			
Demolition and Site Clearance (allowance)	0.31 acres @	50,000 per acre	(15,444)
area 1	500.00 sqm @	1,630.00 psm	(815,000)
area 2	- sqm @	1,630.00 psm	-
area 3	- sqm @	1,630.00 psm	-
area 4	- sqm @	1,630.00 psm	-
area 5	- sqm @	1,630.00 psm	-
area 6	- sqm @	1,630.00 psm	-
External works	815,000 @	10%	(81,500)
Contingency	911,944 @	5%	(45,597)
Professional Fees	957,541 @	10%	(95,754)
Disposal Costs -			
Letting Agents Costs	77,500 ERV @	15.00%	(11,625)
Letting Legal Costs	77,500 ERV @	5.00%	(3,875)
Investment Sale Agents Costs	903,778 GDV @	1.00%	(9,038)
Investment Sale Legal Costs	903,778 GDV @	0.50%	(4,519)
Marketing and Promotion	903,778 GDV @	1.00%	(9,038)
Finance Costs -			
Finance Fees	1,138,956 @	1.00%	(11,390)
Interest (cashflow basis incl. land)	7.00% APR	0.565% pcm	(6,336)
Developers Profit	1,156,682 @	20.00%	(231,336)
TOTAL COSTS			(1,388,018)
RESIDUAL LAND VALUE			
Residual Land Value (gross)			(484,241)
SDLT (HMRC % rates)	- @		-
Acquisition Agent fees	- @	1%	-
Acquisition Legal fees	- @	0.5%	-
Interest on Land	- @	7.0%	-
Residual Land Value (net)			(484,241)
THRESHOLD LAND VALUE			
Site density	4,000 sqm per hectare	40%	
Site Area	0.13 ha	0.31 acres	
	4,000 sqm/ha	17,424 sqft/ac	
Threshold Land Value	741,300 £ per ha	300,000 £ per acre	92,663
BALANCE			
Surplus/(Deficit)			(576,903)

141212 West Oxon LPlan CIL Commerical Viability Models v3.1a Scheme 1 (B1)

SENSITIVITY ANALYSIS									
		GDV							
	(576,903)	85%	90%	95%	100%	105%	115%		
Balance	0	(708,353)	(664,537)	(620,720)	(576,903)	(533,087)	(489,270)	(445,453)	
	20	(720,542)	(676,725)	(632,909)	(589,092)	(545,275)	(501,458)	(457,642)	
	40	(732,731)	(688,914)	(645,097)	(601,280)	(557,464)	(513,647)	(469,830)	
	60	(744,919)	(701,102)	(657,286)	(613,469)	(569,652)	(525,835)	(482,019)	
	80	(757,108)	(713,291)	(669,474)	(625,657)	(581,841)	(538,024)	(494,207)	
	CIL £psm	100	(769,296)	(725,479)	(681,663)	(637,846)	(594,029)	(550,212)	(506,396)
		120	(781,485)	(737,668)	(693,851)	(650,034)	(606,218)	(562,401)	(518,584)
		140	(793,673)	(749,856)	(706,040)	(662,223)	(618,406)	(574,590)	(530,773)
		160	(805,862)	(762,045)	(718,228)	(674,412)	(630,595)	(586,778)	(542,961)
180		(818,050)	(774,234)	(730,417)	(686,600)	(642,783)	(598,967)	(555,150)	
200		(830,239)	(786,422)	(742,605)	(698,789)	(654,972)	(611,155)	(567,338)	
220		(842,427)	(798,611)	(754,794)	(710,977)	(667,160)	(623,344)	(579,527)	
240		(854,616)	(810,799)	(766,982)	(723,166)	(679,349)	(635,532)	(591,715)	

		Build Costs							
	(576,903)	85%	90%	95%	100%	105%	115%		
Balance	0	(387,593)	(450,696)	(513,800)	(576,903)	(640,007)	(703,110)	(766,214)	
	20	(399,781)	(462,885)	(525,988)	(589,092)	(652,195)	(715,299)	(778,402)	
	40	(411,970)	(475,073)	(538,177)	(601,280)	(664,384)	(727,487)	(790,591)	
	60	(424,158)	(487,262)	(550,365)	(613,469)	(676,572)	(739,676)	(802,779)	
	80	(436,347)	(499,450)	(562,554)	(625,657)	(688,761)	(751,864)	(814,968)	
	CIL £psm	100	(448,535)	(511,639)	(574,742)	(637,846)	(700,949)	(764,053)	(827,156)
		120	(460,724)	(523,827)	(586,931)	(650,034)	(713,138)	(776,241)	(839,345)
		140	(472,912)	(536,016)	(599,119)	(662,223)	(725,327)	(788,430)	(851,534)
		160	(485,101)	(548,204)	(611,308)	(674,412)	(737,515)	(800,619)	(863,722)
180		(497,290)	(560,393)	(623,497)	(686,600)	(749,704)	(812,807)	(875,911)	
200		(509,478)	(572,582)	(635,685)	(698,789)	(761,892)	(824,996)	(888,099)	
220		(521,667)	(584,770)	(647,874)	(710,977)	(774,081)	(837,184)	(900,288)	
240		(533,855)	(596,959)	(660,062)	(723,166)	(786,269)	(849,373)	(912,476)	

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

**141212 West Oxon LPlan CIL Commerical Viability Models v3.1a
Scheme 2 (B2-B8)**

SCHEME DETAILS - ASSUMPTIONS					
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	@	6.95	37,405
area 2	0	@	6.95	-
area 3	0	@	6.95	-
area 4	0	@	6.95	-
area 5	0	@	6.95	-
area 6	0	@	6.95	-
Estimated Gross Rental Value per annum				37,405
Yield		@	8.0%	
capitalised rent				467,557
less				
Rent Free / Void allowance	12 months rent			(37,405)
Purchasers costs		@	5.76%	(23,427)
GDV				406,725

141212 West Oxon LPlan CIL Commerical Viability Models v3.1a Scheme 2 (B2-B8)

DEVELOPMENT COSTS			
Initial Payments -			
Planning Application Professional Fees and reports			(35,000)
Statutory Planning Fees			(2,567)
CIL	500 sqm @	0 £ psm	-
Site Specific S106/278			(10,000)
Construction Costs -			
Demolition and Site Clearance (allowance)	0.31 acres @	50,000 per acre	(15,444)
area 1	500.00 sqm @	714.00 psm	(357,000)
area 2	- sqm @	714.00 psm	-
area 3	- sqm @	714.00 psm	-
area 4	- sqm @	714.00 psm	-
area 5	- sqm @	714.00 psm	-
area 6	- sqm @	714.00 psm	-
External works	357,000 @	10%	(35,700)
Contingency	408,144 @	5%	(20,407)
Professional Fees	428,551 @	10%	(42,855)
Disposal Costs -			
Letting Agents Costs	37,405 ERV @	15.00%	(5,611)
Letting Legal Costs	37,405 ERV @	5.00%	(1,870)
Investment Sale Agents Costs	406,725 GDV @	1.00%	(4,067)
Investment Sale Legal Costs	406,725 GDV @	0.50%	(2,034)
Marketing and Promotion	406,725 GDV @	1.00%	(4,067)
Finance Costs -			
Finance Fees	536,622 @	1.00%	(5,366)
Interest (cashflow basis incl. land)	7.00% APR	0.565% pcm	(2,228)
Developers Profit	544,216 @	20.00%	(108,843)
TOTAL COSTS			(653,060)
RESIDUAL LAND VALUE			
Residual Land Value (gross)			(246,334)
SDLT (HMRC % rates)	- @		-
Acquisition Agent fees	- @	1%	-
Acquisition Legal fees	- @	0.5%	-
Interest on Land	- @	7.0%	-
Residual Land Value (net)			(246,334)
THRESHOLD LAND VALUE			
Site density	4,000 sqm per hectare	40%	
Site Area	0.13 ha	0.31 acres	
	4,000 sqm/ha	17,424 sqft/ac	
Threshold Land Value	741,300 £ per ha	300,000 £ per acre	92,663
BALANCE			
Surplus/(Deficit)			(338,997)

141212 West Oxon LPlan CIL Commerical Viability Models v3.1a Scheme 2 (B2-B8)

SENSITIVITY ANALYSIS							
		GDV					
	(338,997)	85%	90%	95%	100%	105%	115%
Balance							
	0	(398,154)	(378,435)	(358,716)	(338,997)	(319,278)	(299,559)
	20	(410,343)	(390,623)	(370,904)	(351,185)	(331,466)	(311,747)
	40	(422,531)	(402,812)	(383,093)	(363,374)	(343,655)	(323,936)
	60	(434,720)	(415,001)	(395,281)	(375,562)	(355,843)	(336,124)
	80	(446,908)	(427,189)	(407,470)	(387,751)	(368,032)	(348,313)
CIL £psm	100	(459,097)	(439,378)	(419,659)	(399,939)	(380,220)	(360,501)
	120	(471,285)	(451,566)	(431,847)	(412,128)	(392,409)	(372,690)
	140	(483,474)	(463,755)	(444,036)	(424,317)	(404,597)	(384,878)
	160	(495,662)	(475,943)	(456,224)	(436,505)	(416,786)	(397,067)
	180	(507,851)	(488,132)	(468,413)	(448,694)	(428,975)	(409,255)
	200	(520,039)	(500,320)	(480,601)	(460,882)	(441,163)	(421,444)
	220	(532,228)	(512,509)	(492,790)	(473,071)	(453,352)	(433,633)
	240	(544,416)	(524,697)	(504,978)	(485,259)	(465,540)	(445,821)
		Build Costs					
	(338,997)	85%	90%	95%	100%	105%	115%
Balance							
	0	(256,207)	(283,803)	(311,400)	(338,997)	(366,594)	(394,190)
	20	(268,395)	(295,992)	(323,589)	(351,185)	(378,782)	(406,379)
	40	(280,584)	(308,180)	(335,777)	(363,374)	(390,971)	(418,567)
	60	(292,772)	(320,369)	(347,966)	(375,562)	(403,159)	(430,756)
	80	(304,961)	(332,558)	(360,154)	(387,751)	(415,348)	(442,944)
CIL £psm	100	(317,149)	(344,746)	(372,343)	(399,939)	(427,536)	(455,133)
	120	(329,338)	(356,935)	(384,531)	(412,128)	(439,725)	(467,321)
	140	(341,526)	(369,123)	(396,720)	(424,317)	(451,913)	(479,510)
	160	(353,715)	(381,312)	(408,908)	(436,505)	(464,102)	(491,698)
	180	(365,903)	(393,500)	(421,097)	(448,694)	(476,290)	(503,887)
	200	(378,092)	(405,689)	(433,285)	(460,882)	(488,479)	(516,076)
	220	(390,281)	(417,877)	(445,474)	(473,071)	(500,667)	(528,264)
	240	(402,469)	(430,066)	(457,662)	(485,259)	(512,856)	(540,453)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

**141212 West Oxon LPlan CIL Commerical Viability Models v3.1a
Scheme 3 (B2-B8)**

SCHEME DETAILS - ASSUMPTIONS					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	5,000	53,820	100.0%	5,000.0	53,820
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	5,000	53,820	100.0%	5,000	53,820

GROSS DEVELOPMENT VALUE					
	sqft	@	£ psf	£	
area 1	53,820	@	6.95	374,046	
area 2	0	@	6.95	-	
area 3	0	@	6.95	-	
area 4	0	@	6.95	-	
area 5	0	@	6.95	-	
area 6	0	@	6.95	-	
Estimated Gross Rental Value per annum				374,046	
Yield		@	8.0%		
capitalised rent				4,675,573	
less					
Rent Free / Void allowance	12 months rent			(374,046)	
Purchasers costs		@	5.76%	(234,274)	4,067,254
GDV					4,067,254

141212 West Oxon LPlan CIL Commerical Viability Models v3.1a Scheme 3 (B2-B8)

DEVELOPMENT COSTS			
Initial Payments -			
Planning Application Professional Fees and reports			(35,000)
Statutory Planning Fees			(17,132)
CIL	5,000 sqm @	0 £ psm	-
Site Specific S106/278			(10,000)
Construction Costs -			
Demolition and Site Clearance (allowance)	3.09 acres @	50,000 per acre	(154,438)
area 1	5,000.00 sqm @	714.00 psm	(3,570,000)
area 2	- sqm @	714.00 psm	-
area 3	- sqm @	714.00 psm	-
area 4	- sqm @	714.00 psm	-
area 5	- sqm @	714.00 psm	-
area 6	- sqm @	714.00 psm	-
External works	3,570,000 @	10%	(357,000)
Contingency	4,081,438 @	5%	(204,072)
Professional Fees	4,285,509 @	10%	(428,551)
Disposal Costs -			
Letting Agents Costs	374,046 ERV @	15.00%	(56,107)
Letting Legal Costs	374,046 ERV @	5.00%	(18,702)
Investment Sale Agents Costs	4,067,254 GDV @	1.00%	(40,673)
Investment Sale Legal Costs	4,067,254 GDV @	0.50%	(20,336)
Marketing and Promotion	4,067,254 GDV @	1.00%	(40,673)
Finance Costs -			
Finance Fees	4,952,683 @	1.00%	(49,527)
Interest (cashflow basis incl. land)	7.00% APR	0.565% pcm	(19,923)
Developers Profit	5,022,133 @	20.00%	(1,004,427)
TOTAL COSTS			(6,026,560)
RESIDUAL LAND VALUE			
Residual Land Value (gross)			(1,959,306)
SDLT (HMRC % rates)	- @		-
Acquisition Agent fees	- @	1%	-
Acquisition Legal fees	- @	0.5%	-
Interest on Land	- @	7.0%	-
Residual Land Value (net)			(1,959,306)
THRESHOLD LAND VALUE			
Site density	4,000 sqm per hectare	40%	
Site Area	1.25 ha	3.09 acres	
	4,000 sqm/ha	17,424 sqft/ac	
Threshold Land Value	741,300 £ per ha	300,000 £ per acre	926,625
BALANCE			
Surplus/(Deficit)			(2,885,931)

141212 West Oxon LPlan CIL Commerical Viability Models v3.1a Scheme 3 (B2-B8)

SENSITIVITY ANALYSIS								
		GDV						
Balance	(2,885,931)	85%	90%	95%	100%	105%	110%	115%
	0	(3,477,503)	(3,280,312)	(3,083,122)	(2,885,931)	(2,688,740)	(2,491,550)	(2,294,359)
	20	(3,599,388)	(3,402,197)	(3,205,007)	(3,007,816)	(2,810,626)	(2,613,435)	(2,416,244)
	40	(3,721,273)	(3,524,083)	(3,326,892)	(3,129,701)	(2,932,511)	(2,735,320)	(2,538,130)
	60	(3,843,159)	(3,645,968)	(3,448,777)	(3,251,587)	(3,054,396)	(2,857,206)	(2,660,015)
	80	(3,965,044)	(3,767,853)	(3,570,663)	(3,373,472)	(3,176,281)	(2,979,091)	(2,781,900)
CIL £psm	100	(4,086,929)	(3,889,739)	(3,692,548)	(3,495,357)	(3,298,167)	(3,100,976)	(2,903,786)
	120	(4,208,814)	(4,011,624)	(3,814,433)	(3,617,243)	(3,420,052)	(3,222,861)	(3,025,671)
	140	(4,330,700)	(4,133,509)	(3,936,319)	(3,739,128)	(3,541,937)	(3,344,747)	(3,147,556)
	160	(4,452,585)	(4,255,394)	(4,058,204)	(3,861,013)	(3,663,823)	(3,466,632)	(3,269,441)
	180	(4,574,470)	(4,377,280)	(4,180,089)	(3,982,898)	(3,785,708)	(3,588,517)	(3,391,327)
	200	(4,696,356)	(4,499,165)	(4,301,974)	(4,104,784)	(3,907,593)	(3,710,403)	(3,513,212)
	220	(4,818,241)	(4,621,050)	(4,423,860)	(4,226,669)	(4,029,478)	(3,832,288)	(3,635,097)
	240	(4,940,126)	(4,742,936)	(4,545,745)	(4,348,554)	(4,151,364)	(3,954,173)	(3,756,983)

		Build Costs						
Balance	(2,885,931)	85%	90%	95%	100%	105%	110%	115%
	0	(2,058,030)	(2,333,997)	(2,609,964)	(2,885,931)	(3,161,898)	(3,437,865)	(3,713,832)
	20	(2,179,915)	(2,455,882)	(2,731,849)	(3,007,816)	(3,283,783)	(3,559,750)	(3,835,717)
	40	(2,301,801)	(2,577,768)	(2,853,734)	(3,129,701)	(3,405,668)	(3,681,635)	(3,957,602)
	60	(2,423,686)	(2,699,653)	(2,975,620)	(3,251,587)	(3,527,554)	(3,803,521)	(4,079,488)
	80	(2,545,571)	(2,821,538)	(3,097,505)	(3,373,472)	(3,649,439)	(3,925,406)	(4,201,373)
CIL £psm	100	(2,667,456)	(2,943,423)	(3,219,390)	(3,495,357)	(3,771,324)	(4,047,291)	(4,323,258)
	120	(2,789,342)	(3,065,309)	(3,341,276)	(3,617,243)	(3,893,210)	(4,169,177)	(4,445,144)
	140	(2,911,227)	(3,187,194)	(3,463,161)	(3,739,128)	(4,015,095)	(4,291,062)	(4,567,029)
	160	(3,033,112)	(3,309,079)	(3,585,046)	(3,861,013)	(4,136,980)	(4,412,947)	(4,688,914)
	180	(3,154,997)	(3,430,964)	(3,706,931)	(3,982,898)	(4,258,865)	(4,534,832)	(4,810,799)
	200	(3,276,883)	(3,552,850)	(3,828,817)	(4,104,784)	(4,380,751)	(4,656,718)	(4,932,685)
	220	(3,398,768)	(3,674,735)	(3,950,702)	(4,226,669)	(4,502,636)	(4,778,603)	(5,054,570)
	240	(3,520,653)	(3,796,620)	(4,072,587)	(4,348,554)	(4,624,521)	(4,900,488)	(5,176,455)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

141212 West Oxon LPlan CIL Commerical Viability Models v3.1a - Version Notes

Date	Version	Notes
141212	v3.1a	final



Appendix 5 – Retail Appraisals

150211 West Oxon LPlan CIL Retail Viability Models v3.3a Scheme 1

SCHEME DETAILS - ASSUMPTIONS					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	280	3,014	100.0%	280.0	3,014
area 2	280	3,014	100.0%	280.0	3,014
area 3	280	3,014	100.0%	280.0	3,014
area 4	280	3,014	100.0%	280.0	3,014
area 5		0	100.0%	0.0	0
area 6		0	100.0%	0.0	0
total floor area	1,120	12,056	100.0%	1,120	12,056

GROSS DEVELOPMENT VALUE					
	sqft	@	£ psf	£	
area 1	3,014	@	17.50	52,743	
area 2	3,014	@	17.50	52,743	
area 3	3,014	@	17.50	52,743	
area 4	3,014	@	17.50	52,743	
area 5	0	@	17.50	-	
area 6	0	@	17.50	-	
Estimated Gross Rental Value per annum				210,973	
Yield		@	6.5%		
capitalised rent				3,245,733	
less					
Rent Free / Void allowance	6 months rent			(105,486)	
Purchasers costs		@	5.76%	(171,027)	2,969,220
GDV					2,969,220

150211 West Oxon LPlan CIL Retail Viability Models v3.3a Scheme 1

DEVELOPMENT COSTS			
Initial Payments -			
Planning Application Professional Fees and reports			(50,000)
Statutory Planning Fees			(5,749)
CIL	1,120 sqm @	175 £ psm	(196,000)
Site Specific S106/278			(20,000)
Construction Costs -			
Demolition and Site Clearance (allowance)	0.55 acres @	50,000 per acre	(27,675)
area 1	280.00 sqm @	1,154.00 psm	(323,120)
area 2	280.00 sqm @	1,154.00 psm	(323,120)
area 3	280.00 sqm @	1,154.00 psm	(323,120)
area 4	280.00 sqm @	1,154.00 psm	(323,120)
area 5	- sqm @	1,154.00 psm	-
area 6	- sqm @	1,154.00 psm	-
External works	1,292,480 @	10%	(129,248)
Contingency	1,449,403 @	5%	(72,470)
Professional Fees	1,521,873 @	10%	(152,187)
Disposal Costs -			
Letting Agents Costs	210,973 ERV @	15.00%	(31,646)
Letting Legal Costs	210,973 ERV @	5.00%	(10,549)
Investment Sale Agents Costs	2,969,220 GDV @	1.00%	(29,692)
Investment Sale Legal Costs	2,969,220 GDV @	0.50%	(14,846)
Marketing and Promotion	2,969,220 GDV @	1.00%	(29,692)
Finance Costs -			
Finance Fees	2,062,235 @	1.00%	(20,622)
Interest (cashflow basis incl. land)	7.00% APR	0.565% pcm	(11,274)
Developers Profit	2,094,132 @	20.00%	(418,826)
TOTAL COSTS			(2,512,958)
RESIDUAL LAND VALUE			
Residual Land Value (gross)			456,261
SDLT (HMRC % rates)	456,261 @		(13,688)
Acquisition Agent fees	456,261 @	1%	(4,563)
Acquisition Legal fees	456,261 @	0.5%	(2,281)
Interest on Land	456,261 @	7.0%	(31,938)
Residual Land Value (net)			403,791
THRESHOLD LAND VALUE			
Site density	5,000 sqm per hectare	50%	
Site Area	0.22 ha	0.55 acres	
	5,000 sqm/ha	21,780 sqft/ac	
Threshold Land Value	555,975 £ per ha	225,000 £ per acre	124,538
BALANCE			
Surplus/(Deficit)			279,253

150211 West Oxon LPlan CIL Retail Viability Models v3.3a Scheme 1

SENSITIVITY ANALYSIS									
		GDV							
	279,253	85%	90%	95%	100%	105%	110%	115%	
Balance	0	108,480	235,878	357,765	483,724	609,682	735,641	861,600	
	20	89,037	211,716	333,875	459,834	585,793	711,752	837,711	
	40	64,329	187,553	314,952	435,945	561,903	687,862	813,821	
	60	39,620	163,391	290,789	412,055	538,014	663,973	789,932	
	80	14,912	139,228	266,627	388,165	514,124	640,083	766,042	
	100	(9,797)	115,066	242,464	364,276	490,235	616,194	742,153	
	120	(34,506)	95,772	218,301	340,386	466,345	592,304	718,263	
	140	(59,214)	71,063	194,139	316,497	442,456	568,415	694,374	
	160	(83,923)	46,355	169,976	292,375	418,566	544,525	670,484	
CIL £psm	180	(108,631)	21,646	145,814	273,212	394,677	520,636	646,595	
	200	(134,264)	(3,063)	121,651	249,050	370,787	496,746	622,705	
	220	(161,566)	(27,771)	97,489	224,887	346,898	472,857	598,816	
	240	(188,869)	(52,480)	77,798	200,725	323,008	448,967	574,926	
			Build Costs						
		279,253	85%	90%	95%	100%	105%	110%	115%
	Balance	0	746,417	658,852	571,288	483,724	396,159	313,545	224,980
		20	722,527	634,963	547,398	459,834	372,270	289,382	200,817
		40	698,638	611,073	523,509	435,945	348,380	265,220	176,654
60		674,748	587,184	499,619	412,055	324,491	241,057	152,492	
80		650,859	563,294	475,730	388,165	305,460	216,895	128,329	
100		626,969	539,405	451,840	364,276	281,297	192,732	104,167	
120		603,080	515,515	427,951	340,386	257,135	168,570	84,627	
140		579,190	491,626	404,061	316,497	232,972	144,407	59,918	
160		555,301	467,736	380,172	292,375	208,810	120,244	35,210	
CIL £psm	180	531,411	443,847	356,282	273,212	184,647	101,068	10,501	
	200	507,522	419,957	332,393	249,050	160,485	76,359	(14,208)	
	220	483,632	396,068	313,452	224,887	136,322	51,650	(38,916)	
	240	459,743	372,178	289,290	200,725	112,159	26,942	(63,625)	

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

150211 West Oxon LPlan CIL Retail Viability Models v3.3a

Scheme 2

SCHEME DETAILS - ASSUMPTIONS					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	280	3,014	100.0%	280.0	3,014
area 2	280	3,014	100.0%	280.0	3,014
area 3	280	3,014	100.0%	280.0	3,014
area 4	280	3,014	100.0%	280.0	3,014
area 5		0	100.0%	0.0	0
area 6		0	100.0%	0.0	0
total floor area	1,120	12,056	100.0%	1,120	12,056

GROSS DEVELOPMENT VALUE					
	sqft	@	£ psf	£	
area 1	3,014	@	17.50	52,743	
area 2	3,014	@	17.50	52,743	
area 3	3,014	@	17.50	52,743	
area 4	3,014	@	17.50	52,743	
area 5	0	@	17.50	-	
area 6	0	@	17.50	-	
Estimated Gross Rental Value per annum				210,973	
Yield		@	6.5%		
capitalised rent				3,245,733	
less					
Rent Free / Void allowance	6 months rent			(105,486)	
Purchasers costs		@	5.76%	(171,027)	2,969,220
GDV					2,969,220

150211 West Oxon LPlan CIL Retail Viability Models v3.3a

Scheme 2

DEVELOPMENT COSTS			
Initial Payments -			
Planning Application Professional Fees and reports			(50,000)
Statutory Planning Fees			(5,749)
CIL	1,120 sqm @	50 £ psm	(56,000)
Site Specific S106/278			(20,000)
Construction Costs -			
Demolition and Site Clearance (allowance)	0.55 acres @	50,000 per acre	(27,675)
area 1	280.00 sqm @	1,154.00 psm	(323,120)
area 2	280.00 sqm @	1,154.00 psm	(323,120)
area 3	280.00 sqm @	1,154.00 psm	(323,120)
area 4	280.00 sqm @	1,154.00 psm	(323,120)
area 5	- sqm @	1,154.00 psm	-
area 6	- sqm @	1,154.00 psm	-
External works	1,292,480 @	10%	(129,248)
Contingency	1,449,403 @	5%	(72,470)
Professional Fees	1,521,873 @	10%	(152,187)
Disposal Costs -			
Letting Agents Costs	210,973 ERV @	15.00%	(31,646)
Letting Legal Costs	210,973 ERV @	5.00%	(10,549)
Investment Sale Agents Costs	2,969,220 GDV @	1.00%	(29,692)
Investment Sale Legal Costs	2,969,220 GDV @	0.50%	(14,846)
Marketing and Promotion	2,969,220 GDV @	1.00%	(29,692)
Finance Costs -			
Finance Fees	1,922,235 @	1.00%	(19,222)
Interest (cashflow basis incl. land)	7.00% APR	0.565% pcm	(10,475)
Developers Profit	1,951,932 @	20.00%	(390,386)
TOTAL COSTS			(2,342,319)
RESIDUAL LAND VALUE			
Residual Land Value (gross)			626,901
SDLT (HMRC % rates)	626,901 @		(25,076)
Acquisition Agent fees	626,901 @	1%	(6,269)
Acquisition Legal fees	626,901 @	0.5%	(3,135)
Interest on Land	626,901 @	7.0%	(43,883)
Residual Land Value (net)			548,538
THRESHOLD LAND VALUE			
Site density	5,000 sqm per hectare	50%	
Site Area	0.22 ha	0.55 acres	
	5,000 sqm/ha	21,780 sqft/ac	
Threshold Land Value	1,235,500 £ per ha	500,000 £ per acre	276,752
BALANCE			
Surplus/(Deficit)			271,786

150211 West Oxon LPlan CIL Retail Viability Models v3.3a Scheme 2

SENSITIVITY ANALYSIS									
		GDV							
	271,786	85%	90%	95%	100%	105%	110%	115%	
Balance	0	(43,734)	83,665	205,551	331,510	457,469	583,428	709,387	
	20	(63,176)	59,502	181,662	307,620	433,579	559,538	685,497	
	40	(87,885)	35,340	162,738	283,731	409,690	535,649	661,608	
	60	(112,594)	11,177	138,575	259,841	385,800	511,759	637,718	
	80	(137,302)	(12,985)	114,413	235,952	361,911	487,870	613,829	
	CIL £psm	100	(162,011)	(37,148)	90,250	212,062	338,021	463,980	589,939
		120	(186,719)	(56,442)	66,088	188,173	314,132	440,091	566,049
		140	(211,428)	(81,150)	41,925	164,283	290,242	416,201	542,160
		160	(236,136)	(105,859)	17,763	145,161	266,353	392,312	518,270
180		(260,845)	(130,568)	(6,400)	120,999	242,463	368,422	494,381	
200		(286,478)	(155,276)	(30,562)	96,836	218,574	344,533	470,491	
220		(313,780)	(179,985)	(54,725)	72,674	194,684	320,643	446,602	
240		(341,082)	(204,693)	(74,416)	48,511	170,795	296,754	422,712	
		Build Costs							
	271,786	85%	90%	95%	100%	105%	110%	115%	
Balance	0	594,203	506,639	419,074	331,510	243,946	161,331	72,766	
	20	570,314	482,749	395,185	307,620	220,056	137,169	48,603	
	40	546,424	458,860	371,295	283,731	196,166	113,006	24,441	
	60	522,535	434,970	347,406	259,841	172,277	88,844	278	
	80	498,645	411,081	323,516	235,952	153,246	64,681	(23,884)	
	CIL £psm	100	474,756	387,191	299,627	212,062	129,084	40,518	(48,047)
		120	450,866	363,302	275,737	188,173	104,921	16,356	(67,587)
		140	426,977	339,412	251,848	164,283	80,759	(7,807)	(92,295)
		160	403,087	315,523	227,958	145,161	56,596	(31,969)	(117,004)
180		379,198	291,633	204,069	120,999	32,433	(51,146)	(141,713)	
200		355,308	267,744	180,179	96,836	8,271	(75,855)	(166,421)	
220		331,419	243,854	161,239	72,674	(15,892)	(100,563)	(191,130)	
240		307,529	219,965	137,076	48,511	(40,054)	(125,272)	(215,838)	

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

150211 West Oxon LPlan CIL Retail Viability Models v3.3a

Scheme 3

SCHEME DETAILS - ASSUMPTIONS					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	280	3,014	100.0%	280.0	3,014
area 2	280	3,014	100.0%	280.0	3,014
area 3	280	3,014	100.0%	280.0	3,014
area 4	280	3,014	100.0%	280.0	3,014
area 5		0	100.0%	0.0	0
area 6		0	100.0%	0.0	0
total floor area	1,120	12,056	100.0%	1,120	12,056

GROSS DEVELOPMENT VALUE					
	sqft	@	£ psf	£	
area 1	3,014	@	17.50	52,743	
area 2	3,014	@	17.50	52,743	
area 3	3,014	@	17.50	52,743	
area 4	3,014	@	17.50	52,743	
area 5	0	@	17.50	-	
area 6	0	@	17.50	-	
Estimated Gross Rental Value per annum				210,973	
Yield		@	6.5%		
capitalised rent				3,245,733	
less					
Rent Free / Void allowance	6 months rent			(105,486)	
Purchasers costs		@	5.76%	(171,027)	2,969,220
GDV					2,969,220

150211 West Oxon LPlan CIL Retail Viability Models v3.3a

Scheme 3

DEVELOPMENT COSTS			
Initial Payments -			
Planning Application Professional Fees and reports			(50,000)
Statutory Planning Fees			(5,749)
CIL	1,120 sqm @	30 £ psm	(33,600)
Site Specific S106/278			(20,000)
Construction Costs -			
Demolition and Site Clearance (allowance)	0.55 acres @	50,000 per acre	(27,675)
area 1	280.00 sqm @	1,154.00 psm	(323,120)
area 2	280.00 sqm @	1,154.00 psm	(323,120)
area 3	280.00 sqm @	1,154.00 psm	(323,120)
area 4	280.00 sqm @	1,154.00 psm	(323,120)
area 5	- sqm @	1,154.00 psm	-
area 6	- sqm @	1,154.00 psm	-
External works	1,292,480 @	10%	(129,248)
Contingency	1,449,403 @	5%	(72,470)
Professional Fees	1,521,873 @	10%	(152,187)
Disposal Costs -			
Letting Agents Costs	210,973 ERV @	15.00%	(31,646)
Letting Legal Costs	210,973 ERV @	5.00%	(10,549)
Investment Sale Agents Costs	2,969,220 GDV @	1.00%	(29,692)
Investment Sale Legal Costs	2,969,220 GDV @	0.50%	(14,846)
Marketing and Promotion	2,969,220 GDV @	1.00%	(29,692)
Finance Costs -			
Finance Fees	1,899,835 @	1.00%	(18,998)
Interest (cashflow basis incl. land)	7.00% APR	0.565% pcm	(10,347)
Developers Profit	1,929,180 @	20.00%	(385,836)
TOTAL COSTS			(2,315,016)
RESIDUAL LAND VALUE			
Residual Land Value (gross)			654,203
SDLT (HMRC % rates)	654,203 @		(26,168)
Acquisition Agent fees	654,203 @	1%	(6,542)
Acquisition Legal fees	654,203 @	0.5%	(3,271)
Interest on Land	654,203 @	7.0%	(45,794)
Residual Land Value (net)			572,428
THRESHOLD LAND VALUE			
Site density	5,000 sqm per hectare	50%	
Site Area	0.22 ha	0.55 acres	
	5,000 sqm/ha	21,780 sqft/ac	
Threshold Land Value	1,606,150 £ per ha	650,000 £ per acre	359,778
BALANCE			
Surplus/(Deficit)			212,650

150211 West Oxon LPlan CIL Retail Viability Models v3.3a Scheme 3

SENSITIVITY ANALYSIS									
		GDV							
	212,650	85%	90%	95%	100%	105%	110%	115%	
Balance	0	(126,759)	639	122,525	248,484	374,443	500,402	626,361	
	20	(146,202)	(23,523)	98,636	224,595	350,554	476,513	602,471	
	40	(170,911)	(47,686)	79,712	200,705	326,664	452,623	578,582	
	60	(195,619)	(71,849)	55,550	176,816	302,775	428,734	554,692	
	80	(220,328)	(96,011)	31,387	152,926	278,885	404,844	530,803	
	CIL £psm	100	(245,036)	(120,174)	7,225	129,037	254,996	380,955	506,913
		120	(269,745)	(139,467)	(16,938)	105,147	231,106	357,065	483,024
		140	(294,453)	(164,176)	(41,100)	81,258	207,217	333,175	459,134
		160	(319,162)	(188,885)	(65,263)	62,136	183,327	309,286	435,245
180		(343,871)	(213,593)	(89,425)	37,973	159,438	285,396	411,355	
200		(369,503)	(238,302)	(113,588)	13,811	135,548	261,507	387,466	
220		(396,805)	(263,010)	(137,750)	(10,352)	111,659	237,617	363,576	
240		(424,108)	(287,719)	(157,441)	(34,515)	87,769	213,728	339,687	
		Build Costs							
	212,650	85%	90%	95%	100%	105%	110%	115%	
Balance	0	511,178	423,613	336,049	248,484	160,920	78,306	(10,260)	
	20	487,288	399,724	312,159	224,595	137,030	54,143	(34,422)	
	40	463,399	375,834	288,270	200,705	113,141	29,980	(58,585)	
	60	439,509	351,945	264,380	176,816	89,251	5,818	(82,747)	
	80	415,620	328,055	240,491	152,926	70,221	(18,345)	(106,910)	
	CIL £psm	100	391,730	304,166	216,601	129,037	46,058	(42,507)	(131,072)
		120	367,841	280,276	192,712	105,147	21,895	(66,670)	(150,612)
		140	343,951	256,387	168,822	81,258	(2,267)	(90,832)	(175,321)
		160	320,062	232,497	144,933	62,136	(26,430)	(114,995)	(200,030)
180		296,172	208,608	121,043	37,973	(50,592)	(134,172)	(224,738)	
200		272,283	184,718	97,154	13,811	(74,755)	(158,880)	(249,447)	
220		248,393	160,829	78,213	(10,352)	(98,917)	(183,589)	(274,155)	
240		224,504	136,939	54,051	(34,515)	(123,080)	(208,297)	(298,864)	

NOTES

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Figures in brackets, thus (00,000.00), are negative values / costs

150211 West Oxon LPlan CIL Retail Viability Models v3.3a

Scheme 4

SCHEME DETAILS - ASSUMPTIONS					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	700	7,535	100.0%	700.0	7,535
area 2	700	7,535	100.0%	700.0	7,535
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	1,400	15,069	100.0%	1,400	15,069

GROSS DEVELOPMENT VALUE					
	sqft	@	£ psf	£	
area 1	7,535	@	21.00	158,229	
area 2	7,535	@	21.00	158,229	
area 3	0	@	21.00	-	
area 4	0	@	21.00	-	
area 5	0	@	21.00	-	
area 6	0	@	21.00	-	
Estimated Gross Rental Value per annum				316,459	
Yield		@	5.00%		
capitalised rent				6,329,179	
less					
Rent Free / Void allowance	12 months rent			(316,459)	
Purchasers costs		@	5.76%	(327,470)	5,685,250
GDV					5,685,250

150211 West Oxon LPlan CIL Retail Viability Models v3.3a

Scheme 4

DEVELOPMENT COSTS			
Initial Payments -			
Planning Application Professional Fees and reports			(75,000)
Statutory Planning Fees			(7,187)
CIL	1,400 sqm @	30 £ psm	(42,000)
Site Specific S106/278			(20,000)
Construction Costs -			
Demolition and Site Clearance (allowance)	1.24 acres @	50,000 per acre	(61,775)
area 1	700.00 sqm @	1,962.00 psm	(1,373,400)
area 2	700.00 sqm @	1,962.00 psm	(1,373,400)
area 3	- sqm @	1,962.00 psm	-
area 4	- sqm @	1,962.00 psm	-
area 5	- sqm @	1,962.00 psm	-
area 6	- sqm @	1,962.00 psm	-
External works	2,746,800 @	10%	(274,680)
Contingency	3,083,255 @	5%	(154,163)
Professional Fees	3,237,418 @	10%	(323,742)
Disposal Costs -			
Letting Agents Costs	316,459 ERV @	15.00%	(47,469)
Letting Legal Costs	316,459 ERV @	5.00%	(15,823)
Investment Sale Agents Costs	5,685,250 GDV @	1.00%	(56,852)
Investment Sale Legal Costs	5,685,250 GDV @	0.50%	(28,426)
Marketing and Promotion	5,685,250 GDV @	1.00%	(56,852)
Finance Costs -			
Finance Fees	3,910,769 @	1.00%	(39,108)
Interest (cashflow basis incl. land)	7.00% APR	0.565% pcm	(21,470)
Developers Profit	3,971,347 @	20.00%	(794,269)
TOTAL COSTS			(4,765,617)
RESIDUAL LAND VALUE			
Residual Land Value (gross)			919,633
SDLT (HMRC % rates)	919,633 @		(36,785)
Acquisition Agent fees	919,633 @	1%	(9,196)
Acquisition Legal fees	919,633 @	0.5%	(4,598)
Interest on Land	919,633 @	7.0%	(64,374)
Residual Land Value (net)			804,679
THRESHOLD LAND VALUE			
Site density	2,800 sqm per hectare	28%	
Site Area	0.50 ha	1.24 acres	
	2,800 sqm/ha	12.197 sqft/ac	
Threshold Land Value	1,606,150 £ per ha	650,000 £ per acre	803,075
BALANCE			
Surplus/(Deficit)			1,604

150211 West Oxon LPlan CIL Retail Viability Models v3.3a Scheme 4

SENSITIVITY ANALYSIS								
		GDV						
	1,604	85%	90%	95%	100%	105%	110%	115%
Balance	0	(672,816)	(431,762)	(194,780)	46,397	287,574	528,751	769,928
	20	(703,702)	(461,965)	(224,642)	16,535	257,712	498,889	740,066
	40	(734,588)	(492,168)	(254,504)	(13,327)	227,850	469,027	710,204
	60	(765,474)	(522,371)	(284,366)	(43,189)	197,988	439,165	680,342
	80	(796,359)	(552,574)	(314,228)	(73,051)	168,126	409,303	650,481
CIL £psm	100	(829,782)	(577,799)	(344,090)	(102,913)	138,265	379,442	620,619
	120	(863,910)	(608,685)	(369,047)	(132,774)	108,403	349,580	590,757
	140	(898,038)	(639,570)	(399,250)	(162,636)	78,541	319,718	560,895
	160	(932,166)	(670,456)	(429,454)	(192,498)	48,679	289,856	531,033
	180	(966,294)	(701,342)	(459,657)	(222,360)	18,817	259,994	501,171
	200	(1,000,422)	(732,228)	(489,860)	(252,222)	(11,045)	230,132	471,309
	220	(1,034,549)	(763,113)	(520,063)	(282,084)	(40,907)	200,270	441,447
	240	(1,068,677)	(793,999)	(550,266)	(311,946)	(70,769)	170,408	411,585
		Build Costs						
	1,604	85%	90%	95%	100%	105%	110%	115%
Balance	0	604,677	418,584	232,490	46,397	(139,697)	(325,790)	(508,555)
	20	574,815	388,722	202,628	16,535	(169,558)	(355,652)	(538,759)
	40	544,953	358,860	172,767	(13,327)	(199,420)	(380,742)	(568,962)
	60	515,092	328,998	142,905	(43,189)	(229,282)	(410,945)	(594,557)
	80	485,230	299,136	113,043	(73,051)	(259,144)	(441,148)	(625,443)
CIL £psm	100	455,368	269,274	83,181	(102,913)	(289,006)	(471,351)	(656,328)
	120	425,506	239,412	53,319	(132,774)	(318,868)	(501,554)	(687,214)
	140	395,644	209,551	23,457	(162,636)	(348,730)	(531,757)	(718,100)
	160	365,782	179,689	(6,405)	(192,498)	(373,740)	(561,961)	(748,985)
	180	335,920	149,827	(36,267)	(222,360)	(403,944)	(587,397)	(779,871)
	200	306,058	119,965	(66,129)	(252,222)	(434,147)	(618,283)	(811,563)
	220	276,196	90,103	(95,990)	(282,084)	(464,350)	(649,169)	(845,691)
	240	246,334	60,241	(125,852)	(311,946)	(494,553)	(680,055)	(879,819)

NOTES

Cells highlighted in yellow are input cells

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Figures in brackets, thus (00,000.00), are negative values / costs

150211 West Oxon LPlan CIL Retail Viability Models v3.3a

Scheme 5

SCHEME DETAILS - ASSUMPTIONS					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	1,700	18,299	100.0%	1,700.0	18,299
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	1,700	18,299	100.0%	1,700	18,299

GROSS DEVELOPMENT VALUE					
	sqft	@	£ psf	£	
area 1	18,299	@	21.00	384,272	
area 2	0	@	21.00	-	
area 3	0	@	21.00	-	
area 4	0	@	21.00	-	
area 5	0	@	21.00	-	
area 6	0	@	21.00	-	
Estimated Gross Rental Value per annum				384,272	
Yield		@	5.00%		
capitalised rent				7,685,432	
less					
Rent Free / Void allowance	12 months rent			(384,272)	
Purchasers costs		@	5.76%	(397,643)	6,903,518
GDV					6,903,518

150211 West Oxon LPlan CIL Retail Viability Models v3.3a

Scheme 5

DEVELOPMENT COSTS			
Initial Payments -			
Planning Application Professional Fees and reports			(75,000)
Statutory Planning Fees			(8,727)
CIL	1,700 sqm @	50 £ psm	(85,000)
Site Specific S106/278			(100,000)
Construction Costs -			
Demolition and Site Clearance (allowance)	1.50 acres @	50,000 per acre	(75,013)
area 1	1,700.00 sqm @	1,962.00 psm	(3,335,400)
area 2	- sqm @	1,962.00 psm	-
area 3	- sqm @	1,962.00 psm	-
area 4	- sqm @	1,962.00 psm	-
area 5	- sqm @	1,962.00 psm	-
area 6	- sqm @	1,962.00 psm	-
External works	3,335,400 @	10%	(333,540)
Contingency	3,743,953 @	5%	(187,198)
Professional Fees	3,931,150 @	10%	(393,115)
Disposal Costs -			
Letting Agents Costs	384,272 ERV @	15.00%	(57,641)
Letting Legal Costs	384,272 ERV @	5.00%	(19,214)
Investment Sale Agents Costs	6,903,518 GDV @	1.00%	(69,035)
Investment Sale Legal Costs	6,903,518 GDV @	0.50%	(34,518)
Marketing and Promotion	6,903,518 GDV @	1.00%	(69,035)
Finance Costs -			
Finance Fees	4,842,434 @	1.00%	(48,424)
Interest (cashflow basis incl. land)	7.00% APR	0.565% pcm	(26,606)
Developers Profit	4,917,464 @	20.00%	(983,493)
TOTAL COSTS			(5,900,957)
RESIDUAL LAND VALUE			
Residual Land Value (gross)			1,002,561
SDLT (HMRC % rates)	1,002,561 @		(40,102)
Acquisition Agent fees	1,002,561 @	1%	(10,026)
Acquisition Legal fees	1,002,561 @	0.5%	(5,013)
Interest on Land	1,002,561 @	7.0%	(70,179)
Residual Land Value (net)			877,241
THRESHOLD LAND VALUE			
Site density	2,800 sqm per hectare	28%	
Site Area	0.61 ha	1.50 acres	
	2,800 sqm/ha	12,197 sqft/ac	
Threshold Land Value	1,235,500 £ per ha	500,000 £ per acre	750,125
BALANCE			
Surplus/(Deficit)			127,116

150211 West Oxon LPlan CIL Retail Viability Models v3.3a Scheme 5

SENSITIVITY ANALYSIS									
		GDV							
	127,116	85%	90%	95%	100%	105%	110%	115%	
Balance	0	(657,744)	(363,580)	(75,090)	217,768	510,626	803,483	1,096,341	
	20	(695,248)	(400,256)	(111,351)	181,507	474,365	767,223	1,060,080	
	40	(732,752)	(436,931)	(147,612)	145,246	438,104	730,962	1,023,820	
	60	(772,369)	(473,606)	(183,873)	108,985	401,843	694,701	987,559	
	80	(813,810)	(510,281)	(220,134)	72,724	365,582	658,440	951,298	
	CIL £psm	100	(855,251)	(542,365)	(256,395)	36,463	329,321	622,179	915,037
		120	(896,692)	(579,869)	(292,655)	202	293,060	585,918	878,776
		140	(938,133)	(617,374)	(324,102)	(36,058)	256,800	549,657	842,515
		160	(979,574)	(654,878)	(360,778)	(72,319)	220,539	513,397	806,254
180		(1,021,015)	(692,382)	(397,453)	(108,580)	184,278	477,136	769,994	
200		(1,062,456)	(729,886)	(434,128)	(144,841)	148,017	440,875	733,733	
220		(1,103,897)	(769,202)	(470,804)	(181,102)	111,756	404,614	697,472	
240		(1,145,338)	(810,643)	(507,479)	(217,363)	75,495	368,353	661,211	

		Build Costs							
	127,116	85%	90%	95%	100%	105%	110%	115%	
Balance	0	895,679	669,709	443,738	217,768	(8,203)	(234,173)	(456,830)	
	20	859,419	633,448	407,477	181,507	(44,464)	(270,434)	(493,505)	
	40	823,158	597,187	371,217	145,246	(80,725)	(306,695)	(525,210)	
	60	786,897	560,926	334,956	108,985	(116,985)	(338,303)	(562,714)	
	80	750,636	524,665	298,695	72,724	(153,246)	(374,978)	(600,218)	
	CIL £psm	100	714,375	488,405	262,434	36,463	(189,507)	(411,653)	(637,722)
		120	678,114	452,144	226,173	202	(225,768)	(448,329)	(675,226)
		140	641,853	415,883	189,912	(36,058)	(262,029)	(485,004)	(712,731)
		160	605,593	379,622	153,651	(72,319)	(298,290)	(521,679)	(750,246)
180		569,332	343,361	117,390	(108,580)	(329,801)	(554,021)	(791,687)	
200		533,071	307,100	81,130	(144,841)	(366,477)	(591,525)	(833,128)	
220		496,810	270,839	44,869	(181,102)	(403,152)	(629,029)	(874,569)	
240		460,549	234,578	8,608	(217,363)	(439,827)	(666,533)	(916,010)	

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

150211 West Oxon LPlan CIL Retail Viability Models v3.3a

Scheme 6

SCHEME DETAILS - ASSUMPTIONS					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	5,000	53,820	100.0%	5,000.0	53,820
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	5,000	53,820	100.0%	5,000	53,820

GROSS DEVELOPMENT VALUE					
	sqft	@	£ psf	£	
area 1	53,820	@	21.00	1,130,211	
area 2	0	@	21.00	-	
area 3	0	@	21.00	-	
area 4	0	@	21.00	-	
area 5	0	@	21.00	-	
area 6	0	@	21.00	-	
Estimated Gross Rental Value per annum				1,130,211	
Yield		@	5.00%		
capitalised rent				22,604,211	
less					
Rent Free / Void allowance	12 months rent			(1,130,211)	
Purchasers costs		@	5.76%	(1,169,537)	20,304,463
GDV					20,304,463

150211 West Oxon LPlan CIL Retail Viability Models v3.3a

Scheme 6

DEVELOPMENT COSTS			
Initial Payments -			
Planning Application Professional Fees and reports			(75,000)
Statutory Planning Fees			(17,132)
CIL	5,000 sqm @	50 £ psm	(250,000)
Site Specific S106/278			(500,000)
Construction Costs -			
Demolition and Site Clearance (allowance)	4.41 acres @	50,000 per acre	(220,625)
area 1	5,000.00 sqm @	1,962.00 psm	(9,810,000)
area 2	- sqm @	1,962.00 psm	-
area 3	- sqm @	1,962.00 psm	-
area 4	- sqm @	1,962.00 psm	-
area 5	- sqm @	1,962.00 psm	-
area 6	- sqm @	1,962.00 psm	-
External works	9,810,000 @	10%	(981,000)
Contingency	11,011,625 @	5%	(550,581)
Professional Fees	11,562,206 @	10%	(1,156,221)
Disposal Costs -			
Letting Agents Costs	1,130,211 ERV @	15.00%	(169,532)
Letting Legal Costs	1,130,211 ERV @	5.00%	(56,511)
Investment Sale Agents Costs	20,304,463 GDV @	1.00%	(203,045)
Investment Sale Legal Costs	20,304,463 GDV @	0.50%	(101,522)
Marketing and Promotion	20,304,463 GDV @	1.00%	(203,045)
Finance Costs -			
Finance Fees	14,294,213 @	1.00%	(142,942)
Interest (cashflow basis incl. land)	7.00% APR	0.565% pcm	(78,548)
Developers Profit	14,515,703 @	20.00%	(2,903,141)
TOTAL COSTS			(17,418,843)
RESIDUAL LAND VALUE			
Residual Land Value (gross)			2,885,620
SDLT (HMRC % rates)	2,885,620 @		(115,425)
Acquisition Agent fees	2,885,620 @	1%	(28,856)
Acquisition Legal fees	2,885,620 @	0.5%	(14,428)
Interest on Land	2,885,620 @	7.0%	(201,993)
Residual Land Value (net)			2,524,918
THRESHOLD LAND VALUE			
Site density	2,800 sqm per hectare	28%	
Site Area	1.79 ha	4.41 acres	
	2,800 sqm/ha	12.197 sqft/ac	
Threshold Land Value	1,235,500 £ per ha	500,000 £ per acre	2,206,250
BALANCE			
Surplus/(Deficit)			318,668

150211 West Oxon LPlan CIL Retail Viability Models v3.3a Scheme 6

SENSITIVITY ANALYSIS									
		GDV							
	318,668	85%	90%	95%	100%	105%	110%	115%	
Balance	0	(1,991,634)	(1,137,402)	(276,055)	585,292	1,446,638	2,307,985	3,169,332	
	20	(2,101,940)	(1,244,051)	(382,705)	478,642	1,339,989	2,201,335	3,062,682	
	40	(2,212,876)	(1,350,701)	(489,354)	371,992	1,233,339	2,094,686	2,956,033	
	60	(2,334,761)	(1,457,351)	(596,004)	265,343	1,126,690	1,988,036	2,849,383	
	80	(2,456,646)	(1,564,000)	(702,653)	158,693	1,020,040	1,881,387	2,742,733	
	CIL £psm	100	(2,578,532)	(1,670,650)	(809,303)	52,044	913,390	1,774,737	2,636,084
		120	(2,700,417)	(1,772,397)	(915,953)	(54,606)	806,741	1,668,087	2,529,434
		140	(2,822,302)	(1,880,266)	(1,022,602)	(161,256)	700,091	1,561,438	2,422,784
		160	(2,944,188)	(1,983,205)	(1,129,252)	(267,905)	593,441	1,454,788	2,316,135
180		(3,066,073)	(2,093,511)	(1,235,902)	(374,555)	486,792	1,348,138	2,209,485	
200		(3,187,958)	(2,203,817)	(1,342,551)	(481,205)	380,142	1,241,489	2,102,836	
220		(3,309,843)	(2,325,447)	(1,449,201)	(587,854)	273,493	1,134,839	1,996,186	
240		(3,431,729)	(2,447,332)	(1,555,850)	(694,504)	166,843	1,028,190	1,889,536	

		Build Costs							
	318,668	85%	90%	95%	100%	105%	110%	115%	
Balance	0	2,579,150	1,914,530	1,249,911	585,292	(79,328)	(743,947)	(1,408,566)	
	20	2,472,500	1,807,881	1,143,261	478,642	(185,977)	(850,597)	(1,515,216)	
	40	2,365,851	1,701,231	1,036,612	371,992	(292,627)	(957,246)	(1,621,866)	
	60	2,259,201	1,594,582	929,962	265,343	(399,277)	(1,063,896)	(1,728,515)	
	80	2,152,551	1,487,932	823,313	158,693	(505,926)	(1,170,546)	(1,830,924)	
	CIL £psm	100	2,045,902	1,381,282	716,663	52,044	(612,576)	(1,277,195)	(1,938,792)
		120	1,939,252	1,274,633	610,013	(54,606)	(719,225)	(1,383,845)	(2,043,054)
		140	1,832,602	1,167,983	503,364	(161,256)	(825,875)	(1,490,494)	(2,153,361)
		160	1,725,953	1,061,333	396,714	(267,905)	(932,525)	(1,597,144)	(2,269,694)
180		1,619,303	954,684	290,064	(374,555)	(1,039,174)	(1,703,794)	(2,391,579)	
200		1,512,654	848,034	183,415	(481,205)	(1,145,824)	(1,805,920)	(2,513,464)	
220		1,406,004	741,385	76,765	(587,854)	(1,252,474)	(1,913,788)	(2,635,350)	
240		1,299,354	634,735	(29,884)	(694,504)	(1,359,123)	(2,017,485)	(2,757,235)	

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

150211 West Oxon LPlan CIL Retail Viability Models v3.3a Scheme 7

SCHEME DETAILS - ASSUMPTIONS					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	5,000	53,820	100.0%	5,000.0	53,820
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	5,000	53,820	100.0%	5,000	53,820

GROSS DEVELOPMENT VALUE					
	sqft	@	£ psf	£	
area 1	53,820	@	21.00	1,130,211	
area 2	0	@	21.00	-	
area 3	0	@	21.00	-	
area 4	0	@	21.00	-	
area 5	0	@	21.00	-	
area 6	0	@	21.00	-	
Estimated Gross Rental Value per annum				1,130,211	
Yield		@	5.00%		
capitalised rent				22,604,211	
less					
Rent Free / Void allowance	12 months rent			(1,130,211)	
Purchasers costs		@	5.76%	(1,169,537)	20,304,463
GDV					20,304,463

150211 West Oxon LPlan CIL Retail Viability Models v3.3a

Scheme 7

DEVELOPMENT COSTS			
Initial Payments -			
Planning Application Professional Fees and reports			(75,000)
Statutory Planning Fees			(17,132)
CIL	5,000 sqm @	175 £ psm	(875,000)
Site Specific S106/278			(500,000)
Construction Costs -			
Demolition and Site Clearance (allowance)	4.41 acres @	50,000 per acre	(220,625)
area 1	5,000.00 sqm @	1,962.00 psm	(9,810,000)
area 2	- sqm @	1,962.00 psm	-
area 3	- sqm @	1,962.00 psm	-
area 4	- sqm @	1,962.00 psm	-
area 5	- sqm @	1,962.00 psm	-
area 6	- sqm @	1,962.00 psm	-
External works	9,810,000 @	10%	(981,000)
Contingency	11,011,625 @	5%	(550,581)
Professional Fees	11,562,206 @	10%	(1,156,221)
Disposal Costs -			
Letting Agents Costs	1,130,211 ERV @	15.00%	(169,532)
Letting Legal Costs	1,130,211 ERV @	5.00%	(56,511)
Investment Sale Agents Costs	20,304,463 GDV @	1.00%	(203,045)
Investment Sale Legal Costs	20,304,463 GDV @	0.50%	(101,522)
Marketing and Promotion	20,304,463 GDV @	1.00%	(203,045)
Finance Costs -			
Finance Fees	14,919,213 @	1.00%	(149,192)
Interest (cashflow basis incl. land)	7.00% APR	0.565% pcm	(62,117)
Developers Profit	15,150,522 @	20.00%	(3,030,104)
TOTAL COSTS			(18,180,626)
RESIDUAL LAND VALUE			
Residual Land Value (gross)			2,123,837
SDLT (HMRC % rates)	2,123,837 @		(84,953)
Acquisition Agent fees	2,123,837 @	1%	(21,238)
Acquisition Legal fees	2,123,837 @	0.5%	(10,619)
Interest on Land	2,123,837 @	7.0%	(148,669)
Residual Land Value (net)			1,858,358
THRESHOLD LAND VALUE			
Site density	2,800 sqm per hectare	28%	
Site Area	1.79 ha	4.41 acres	
	2,800 sqm/ha	12.197 sqft/ac	
Threshold Land Value	555,975 £ per ha	225,000 £ per acre	992,813
BALANCE			
Surplus/(Deficit)			865,545

150211 West Oxon LPlan CIL Retail Viability Models v3.3a Scheme 7

SENSITIVITY ANALYSIS									
		GDV							
	865,545	85%	90%	95%	100%	105%	110%	115%	
Balance	0	(778,197)	76,036	937,383	1,798,729	2,660,076	3,521,423	4,382,769	
	20	(888,503)	(30,614)	830,733	1,692,080	2,553,426	3,414,773	4,276,120	
	40	(999,438)	(137,263)	724,083	1,585,430	2,446,777	3,308,123	4,169,470	
	60	(1,121,324)	(243,913)	617,434	1,478,780	2,340,127	3,201,474	4,062,820	
	80	(1,243,209)	(350,563)	510,784	1,372,131	2,233,477	3,094,824	3,956,171	
	CIL £psm	100	(1,365,094)	(457,212)	404,134	1,265,481	2,126,828	2,988,174	3,849,521
		120	(1,486,979)	(558,960)	297,485	1,158,831	2,020,178	2,881,525	3,742,872
		140	(1,608,865)	(666,828)	190,835	1,052,182	1,913,529	2,774,875	3,636,222
		160	(1,730,750)	(769,767)	84,186	945,532	1,806,879	2,668,226	3,529,572
180		(1,852,635)	(880,074)	(22,464)	838,883	1,700,229	2,561,576	3,422,923	
200		(1,974,521)	(990,380)	(129,114)	732,233	1,593,580	2,454,926	3,316,273	
220		(2,096,406)	(1,112,010)	(235,763)	625,583	1,486,930	2,348,277	3,209,623	
240		(2,218,291)	(1,233,895)	(342,413)	518,934	1,380,280	2,241,627	3,102,974	

		Build Costs							
	865,545	85%	90%	95%	100%	105%	110%	115%	
Balance	0	3,792,587	3,127,968	2,463,349	1,798,729	1,134,110	469,490	(195,129)	
	20	3,685,938	3,021,318	2,356,699	1,692,080	1,027,460	362,841	(301,779)	
	40	3,579,288	2,914,669	2,250,049	1,585,430	920,811	256,191	(408,428)	
	60	3,472,638	2,808,019	2,143,400	1,478,780	814,161	149,542	(515,078)	
	80	3,365,989	2,701,369	2,036,750	1,372,131	707,511	42,892	(617,486)	
	CIL £psm	100	3,259,339	2,594,720	1,930,100	1,265,481	600,862	(63,758)	(725,355)
		120	3,152,690	2,488,070	1,823,451	1,158,831	494,212	(170,407)	(829,617)
		140	3,046,040	2,381,421	1,716,801	1,052,182	387,562	(277,057)	(939,923)
		160	2,939,390	2,274,771	1,610,152	945,532	280,913	(383,707)	(1,056,256)
180		2,832,741	2,168,121	1,503,502	838,883	174,263	(490,356)	(1,178,142)	
200		2,726,091	2,061,472	1,396,852	732,233	67,614	(592,482)	(1,300,027)	
220		2,619,442	1,954,822	1,290,203	625,583	(39,036)	(700,351)	(1,421,912)	
240		2,512,792	1,848,172	1,183,553	518,934	(145,686)	(804,048)	(1,543,798)	

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

150211 West Oxon LPlan CIL Retail Viability Models v3.3a

Scheme 8

SCHEME DETAILS - ASSUMPTIONS					
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	1,000	10,764	100.0%	1,000.0	10,764
area 3	1,000	10,764	100.0%	1,000.0	10,764
area 4	1,000	10,764	100.0%	1,000.0	10,764
area 5	1,000	10,764	100.0%	1,000.0	10,764
area 6		0	100.0%	0.0	0
total floor area	5,000	53,820	100.0%	5,000	53,820

GROSS DEVELOPMENT VALUE					
	sqft	@	£ psf	£	
area 1	10,764	@	18.00	193,750	
area 2	10,764	@	18.00	193,750	
area 3	10,764	@	18.00	193,750	
area 4	10,764	@	18.00	193,750	
area 5	10,764	@	18.00	193,750	
area 6	0	@	18.00	-	
Estimated Gross Rental Value per annum				968,752	
Yield		@	6.50%		
capitalised rent				14,903,875	
less					
Rent Free / Void allowance	12 months rent			(968,752)	
Purchasers costs		@	5.76%	(758,948)	13,176,176
GDV					13,176,176

150211 West Oxon LPlan CIL Retail Viability Models v3.3a

Scheme 8

DEVELOPMENT COSTS			
Initial Payments -			
Planning Application Professional Fees and reports			(75,000)
Statutory Planning Fees			(17,132)
CIL	5,000 sqm @	140 £ psm	(700,000)
Site Specific S106/278			(250,000)
Construction Costs -			
Demolition and Site Clearance (allowance)	4.41 acres @	50,000 per acre	(220,625)
area 1	1,000.00 sqm @	687.00 psm	(687,000)
area 2	1,000.00 sqm @	687.00 psm	(687,000)
area 3	1,000.00 sqm @	687.00 psm	(687,000)
area 4	1,000.00 sqm @	687.00 psm	(687,000)
area 5	1,000.00 sqm @	687.00 psm	(687,000)
area 6	- sqm @	687.00 psm	-
External works	3,435,000 @	10%	(343,500)
Contingency	3,999,125 @	5%	(199,956)
Professional Fees	4,199,081 @	10%	(419,908)
Disposal Costs -			
Letting Agents Costs	968,752 ERV @	15.00%	(145,313)
Letting Legal Costs	968,752 ERV @	5.00%	(48,438)
Investment Sale Agents Costs	13,176,176 GDV @	1.00%	(131,762)
Investment Sale Legal Costs	13,176,176 GDV @	0.50%	(65,881)
Marketing and Promotion	13,176,176 GDV @	1.00%	(131,762)
Finance Costs -			
Finance Fees	6,184,276 @	1.00%	(61,843)
Interest (cashflow basis incl. land)	7.00% APR	0.565% pcm	(33,050)
Developers Profit	6,279,170 @	20.00%	(1,255,834)
TOTAL COSTS			(7,535,003)
RESIDUAL LAND VALUE			
Residual Land Value (gross)			5,641,172
SDLT (HMRC % rates)	5,641,172 @		(225,647)
Acquisition Agent fees	5,641,172 @	1%	(56,412)
Acquisition Legal fees	5,641,172 @	0.5%	(28,206)
Interest on Land	5,641,172 @	7.0%	(394,882)
Residual Land Value (net)			4,936,026
THRESHOLD LAND VALUE			
Site density	2,800 sqm per hectare	28%	
Site Area	1.79 ha	4.41 acres	
	2,800 sqm/ha	12,197 sqft/ac	
Threshold Land Value	1,235,500 £ per ha	500,000 £ per acre	2,206,250
BALANCE			
Surplus/(Deficit)			2,729,776

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SENSITIVITY ANALYSIS								
		GDV						
Balance	2,729,776	85%	90%	95%	100%	105%	110%	115%
CIL £psm	0	1,799,462	2,358,416	2,917,369	3,476,323	4,035,277	4,594,231	5,153,184
	20	1,692,812	2,251,766	2,810,720	3,369,674	3,928,627	4,487,581	5,046,535
	40	1,586,163	2,145,116	2,704,070	3,263,024	3,821,978	4,380,931	4,939,885
	60	1,479,513	2,038,467	2,597,421	3,156,374	3,715,328	4,274,282	4,833,235
	80	1,372,864	1,931,817	2,490,771	3,049,725	3,608,678	4,167,632	4,726,586
CIL £psm	100	1,266,214	1,825,168	2,384,121	2,943,075	3,502,029	4,060,983	4,619,936
	120	1,159,564	1,718,518	2,277,472	2,836,425	3,395,379	3,954,333	4,513,287
	140	1,052,915	1,611,868	2,170,822	2,729,776	3,288,730	3,847,683	4,406,637
	160	946,265	1,505,219	2,064,172	2,623,126	3,182,080	3,741,034	4,299,987
	180	839,615	1,398,569	1,957,523	2,516,477	3,075,430	3,634,384	4,193,338
	200	732,966	1,291,919	1,850,873	2,409,827	2,968,781	3,527,734	4,086,688
	220	626,316	1,185,270	1,744,224	2,303,177	2,862,131	3,421,085	3,980,038
	240	519,667	1,078,620	1,637,574	2,196,528	2,755,481	3,314,435	3,873,389
		Build Costs						
Balance	2,729,776	85%	90%	95%	100%	105%	110%	115%
CIL £psm	0	4,174,478	3,941,760	3,709,042	3,476,323	3,243,605	3,010,886	2,778,168
	20	4,067,829	3,835,110	3,602,392	3,369,674	3,136,955	2,904,237	2,671,518
	40	3,961,179	3,728,461	3,495,742	3,263,024	3,030,306	2,797,587	2,564,869
	60	3,854,530	3,621,811	3,389,093	3,156,374	2,923,656	2,690,937	2,458,219
	80	3,747,880	3,515,161	3,282,443	3,049,725	2,817,006	2,584,288	2,351,569
CIL £psm	100	3,641,230	3,408,512	3,175,793	2,943,075	2,710,357	2,477,638	2,244,920
	120	3,534,581	3,301,862	3,069,144	2,836,425	2,603,707	2,370,989	2,138,270
	140	3,427,931	3,195,213	2,962,494	2,729,776	2,497,057	2,264,339	2,031,621
	160	3,321,281	3,088,563	2,855,845	2,623,126	2,390,408	2,157,689	1,924,971
	180	3,214,632	2,981,913	2,749,195	2,516,477	2,283,758	2,051,040	1,818,321
	200	3,107,982	2,875,264	2,642,545	2,409,827	2,177,109	1,944,390	1,711,672
	220	3,001,333	2,768,614	2,535,896	2,303,177	2,070,459	1,837,741	1,605,022
	240	2,894,683	2,661,965	2,429,246	2,196,528	1,963,809	1,731,091	1,498,372

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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Scheme 9

SCHEME DETAILS - ASSUMPTIONS					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
16 x 700 sqm units	11,200	120,556	85.0%	13,176.5	141,830
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	11,200	120,556	85.0%	13,176	141,830

GROSS DEVELOPMENT VALUE					
	sqft		£ psf	£	
16 x 700 sqm units	120,556	@	28.00	3,375,562	
area 2	0	@	28.00	-	
area 3	0	@	28.00	-	
area 4	0	@	28.00	-	
area 5	0	@	28.00	-	
area 6	0	@	28.00	-	
Estimated Gross Rental Value per annum				3,375,562	
Yield		@	6.50%		
capitalised rent				51,931,726	
less					
Rent Free / Void allowance	24 months rent			(6,751,124)	
Purchasers costs		@	5.76%	(2,460,668)	42,719,933
GDV					42,719,933

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Scheme 9

DEVELOPMENT COSTS			
Initial Payments -			
Planning Application Professional Fees and reports			(75,000)
Statutory Planning Fees			(4,595)
CIL	13,176 sqm @	30 £ psm	(395,294)
Site Specific S106/278			-
Construction Costs -			
Demolition and Site Clearance (allowance)	4.65 acres @	50,000 per acre	(232,565)
16 x 700 sqm units	13,176.47 sqm @	3,468.00 psm	(45,696,000)
area 2	- sqm @	3,468.00 psm	-
area 3	- sqm @	3,468.00 psm	-
area 4	- sqm @	3,468.00 psm	-
area 5	- sqm @	3,468.00 psm	-
area 6	- sqm @	3,468.00 psm	-
External works	45,696,000 @	10%	(4,569,600)
Contingency	50,498,165 @	5%	(2,524,908)
Professional Fees	53,023,073 @	10%	(5,302,307)
Disposal Costs -			
Letting Agents Costs	3,375,562 ERV @	15.00%	(506,334)
Letting Legal Costs	3,375,562 ERV @	5.00%	(168,778)
Investment Sale Agents Costs	42,719,933 GDV @	1.00%	(427,199)
Investment Sale Legal Costs	42,719,933 GDV @	0.50%	(213,600)
Marketing and Promotion	42,719,933 GDV @	1.00%	(427,199)
Finance Costs -			
Finance Fees	60,543,380 @	1.00%	(605,434)
Interest (cashflow basis incl. land)	7.00% APR	0.565% pcm	(338,131)
Developers Profit	61,486,945 @	20.00%	(12,297,389)
TOTAL COSTS			(73,784,334)
RESIDUAL LAND VALUE			
Residual Land Value (gross)			(31,064,401)
SDLT (HMRC % rates)	- @		-
Acquisition Agent fees	- @	1%	-
Acquisition Legal fees	- @	0.5%	-
Interest on Land	- @	7.0%	-
Residual Land Value (net)			(31,064,401)
THRESHOLD LAND VALUE			
Site density	7,000 sqm per hectare	70%	
Site Area	1.88 ha	4.65 acres	
	7,000 sqm/ha	30.493 sqft/ac	
Threshold Land Value	3,706,500 £ per ha	1,500,000 £ per acre	6,976,941
BALANCE			
Surplus/(Deficit)			(38,041,342)

150211 West Oxon LPlan CIL Retail Viability Models v3.3a

Scheme 9

SENSITIVITY ANALYSIS								
		GDV						
Balance	(38,041,342)	85%	90%	95%	100%	105%	110%	115%
CIL £psm	0	(43,772,950)	(41,701,813)	(39,630,675)	(37,559,537)	(35,488,399)	(33,417,261)	(31,346,124)
	20	(44,094,154)	(42,023,016)	(39,951,878)	(37,880,741)	(35,809,603)	(33,738,465)	(31,667,327)
	40	(44,415,357)	(42,344,220)	(40,273,082)	(38,201,944)	(36,130,806)	(34,059,669)	(31,988,531)
	60	(44,736,561)	(42,665,423)	(40,594,285)	(38,523,148)	(36,452,010)	(34,380,872)	(32,309,734)
	80	(45,057,765)	(42,986,627)	(40,915,489)	(38,844,351)	(36,773,214)	(34,702,076)	(32,630,938)
	100	(45,378,968)	(43,307,830)	(41,236,693)	(39,165,555)	(37,094,417)	(35,023,279)	(32,952,142)
	120	(45,700,172)	(43,629,034)	(41,557,896)	(39,486,758)	(37,415,621)	(35,344,483)	(33,273,345)
	140	(46,021,375)	(43,950,238)	(41,879,100)	(39,807,962)	(37,736,824)	(35,665,686)	(33,594,549)
	160	(46,342,579)	(44,271,441)	(42,200,303)	(40,129,166)	(38,058,028)	(35,986,890)	(33,915,752)
180	(46,663,782)	(44,592,645)	(42,521,507)	(40,450,369)	(38,379,231)	(36,308,094)	(34,236,956)	
200	(46,984,986)	(44,913,848)	(42,842,710)	(40,771,573)	(38,700,435)	(36,629,297)	(34,558,159)	
220	(47,306,190)	(45,235,052)	(43,163,914)	(41,092,776)	(39,021,639)	(36,950,501)	(34,879,363)	
240	(47,627,393)	(45,556,255)	(43,485,118)	(41,413,980)	(39,342,842)	(37,271,704)	(35,200,567)	
Balance	(38,041,342)	Build Costs						
CIL £psm	0	(26,945,139)	(30,483,271)	(34,021,404)	(37,559,537)	(41,097,670)	(44,635,803)	(48,173,935)
	20	(27,266,342)	(30,804,475)	(34,342,608)	(37,880,741)	(41,418,873)	(44,957,006)	(48,495,139)
	40	(27,587,546)	(31,125,679)	(34,663,811)	(38,201,944)	(41,740,077)	(45,278,210)	(48,816,343)
	60	(27,908,749)	(31,446,882)	(34,985,015)	(38,523,148)	(42,061,281)	(45,599,413)	(49,137,546)
	80	(28,229,953)	(31,768,086)	(35,306,219)	(38,844,351)	(42,382,484)	(45,920,617)	(49,458,750)
	100	(28,551,157)	(32,089,289)	(35,627,422)	(39,165,555)	(42,703,688)	(46,241,820)	(49,779,953)
	120	(28,872,360)	(32,410,493)	(35,948,626)	(39,486,758)	(43,024,891)	(46,563,024)	(50,101,157)
	140	(29,193,564)	(32,731,696)	(36,269,829)	(39,807,962)	(43,346,095)	(46,884,228)	(50,422,360)
	160	(29,514,767)	(33,052,900)	(36,591,033)	(40,129,166)	(43,667,298)	(47,205,431)	(50,743,564)
180	(29,835,971)	(33,374,104)	(36,912,236)	(40,450,369)	(43,988,502)	(47,526,635)	(51,064,767)	
200	(30,157,174)	(33,695,307)	(37,233,440)	(40,771,573)	(44,309,705)	(47,847,838)	(51,385,971)	
220	(30,478,378)	(34,016,511)	(37,554,643)	(41,092,776)	(44,630,909)	(48,169,042)	(51,707,175)	
240	(30,799,581)	(34,337,714)	(37,875,847)	(41,413,980)	(44,952,113)	(48,490,245)	(52,028,378)	

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

150211 West Oxon LPlan CIL Retail Viability Models v3.3a - Version Notes

Date	Version	Notes
150211	v3.3a	final



Appendix 6 – SDA Assumptions and Appraisals

150128 SDA assumptions_v4.2a - East Witney

Net Developable Site Area (Residential)	11.4 ha	28.17 acres	[1]					
Density	35 dwelling per hectare (dph)							
Total number of units	399							
				Phase 1	Phase 2	Phase 3	Phase 4	Total
Development Phasing (%) -				15.0%	20.0%	45.0%	20.0%	100%
Phase Site Areas (acres) -				4.2	5.6	12.7	5.6	28.17
No. of units in phase -				60	80	180	80	399
Affordable Housing target % -	40%							
No. Affordable Houses				24	32	72	32	160
No. Market Houses				36	48	108	48	239
Subtotal				60	80	180	80	399
Market Houses - Unit Mix -	MV mix%		Rounded -					
2 Bed houses	25%			9	12	27	12	60
3 Bed houses	45%			16	22	48	22	108
4 Bed houses	20%			7	10	22	10	48
5 Bed houses	10%			4	5	11	5	24
1 Bed Apartment	0%			0	0	0	0	0
2 Bed Apartment	0%			0	0	0	0	0
Total number of units	100%			36	48	108	48	239
Affordable Houses - Unit Mix -	MV mix%		Rounded -					
2 Bed houses	65%			16	21	47	21	104
3 Bed houses	20%			5	6	14	6	32
4 Bed houses	15%			4	5	11	5	24
5 Bed houses	0%			0	0	0	0	0
1 Bed Apartment	0%			0	0	0	0	0
2 Bed Apartment	0%			0	0	0	0	0
Total number of units	100%			24	32	72	32	160
Construction Floor areas -	GIA per unit (sqm)		GIA (sqm)	GIA (sqm)				
2 Bed houses	80.0		1,963	2,617	5,889	2,617	13,087	
3 Bed houses	95.0		1,990	2,653	5,970	2,653	13,267	
4 Bed houses	110.0		1,185	1,580	3,555	1,580	7,900	
5 Bed houses	130.0		467	622	1,400	622	3,112	
			5,605	7,473	16,815	7,473	37,366	
1 Bed Apartment	50.0		0	0	0	0	0	
2 Bed Apartment	65.0		0	0	0	0	0	
			0	0	0	0	0	
Total Floor area (sqm)			5,605	7,473	16,815	7,473	37,366	
Market Values -	Medium MV per unit (£)		£	£	£	£	£	
2 Bed houses	230,000		2,064,825	2,753,100	6,194,475	2,753,100	13,765,500	
3 Bed houses	320,000		5,171,040	6,894,720	15,513,120	6,894,720	34,473,600	
4 Bed houses	420,000		3,016,440	4,021,920	9,049,320	4,021,920	20,109,600	
5 Bed houses	550,000		1,975,050	2,633,400	5,925,150	2,633,400	13,167,000	
1 Bed Apartment	210,000		0	0	0	0	0	
2 Bed Apartment	230,000		0	0	0	0	0	
			12,227,355	16,303,140	36,682,065	16,303,140	81,515,700	
(Marketing and Sales incentives for Private Sales)	3%		366,821	489,094	1,100,462	489,094	2,445,471	
Affordable Rented Values -	66% Affordable Rented per unit (£)		£	£	£	£	£	
2 Bed houses	130,000		1,335,134	1,780,178	4,005,401	1,780,178	8,900,892	
3 Bed houses	145,000		458,212	610,949	1,374,635	610,949	3,054,744	
4 Bed houses	185,000		438,461	584,615	1,315,383	584,615	2,923,074	
5 Bed houses	210,000		0	0	0	0	0	
1 Bed Apartment	100,000		0	0	0	0	0	
2 Bed Apartment	115,000		0	0	0	0	0	
			2,231,807	2,975,742	6,695,420	2,975,742	14,878,710	
Intermediate AH Values -	34% Affordable Rented per unit (£)		£	£	£	£	£	
2 Bed houses	135,000		714,250	952,333	2,142,750	952,333	4,761,666	
3 Bed houses	165,000		268,607	358,142	805,820	358,142	1,790,712	
4 Bed houses	195,000		238,083	317,444	714,250	317,444	1,587,222	
5 Bed houses	225,000		0	0	0	0	0	
1 Bed Apartment	110,000		0	0	0	0	0	
2 Bed Apartment	125,000		0	0	0	0	0	
			1,220,940	1,627,920	3,662,820	1,627,920	8,139,600	
Total GDV			£15,680,102	£20,906,802	£47,040,305	£20,906,802	£104,534,010	
CIL Scenario A -								
CIL Chargeable Floor area (sqm) (Market Housing only)			3,510	4,680	10,531	4,680	23,401	
CIL (£ psm Market only)	100.00		£351,020	£468,027	£1,053,061	£468,027	£2,340,135	
CIL per dwelling (check) (Market Housing only)			£9,775	£9,775	£9,775	£9,775		
Site specific S106/s278	10,000 per unit		£598,500	£798,000	£1,795,500	£798,000	£3,990,000	
			£962,805	£1,280,482	£2,868,866	£1,280,482	£6,392,636	
S106 Scenario B -								
Site specific S106/s278	16,340 per unit		£977,949	£1,303,932	£2,933,847	£1,303,932	£6,519,660	
			£977,949	£1,303,932	£2,933,847	£1,303,932	£6,519,660	
Infrastructure / External Works Costs -								
Shore's Green Slip Rd	21,805 per unit			£4,350,000	£4,350,000		£8,700,000	
external works			15%	15%	15%	15%		

Notes -
[1] as identified in draft Local Plan and identified on the West Oxon SDA 1:15,000 Plan

150128 SDA assumptions_v4.2a - REEMA Central

Net Developable Site Area (Residential)	6.9 ha	17.05 acres	[1]				
Density	30 dwelling per hectare (dph)						
Total number of units	207						
				Phase 1	Phase 2	Phase 3	Total
Development Phasing (%) -				25.0%	45.0%	30.0%	100%
Phase Site Areas (acres) -				4.3	7.7	5.1	17.0
No. of units in phase -				52	93	62	207
Affordable Housing target % -	35%						
No. Affordable Houses				18	33	22	72
No. Market Houses				34	61	40	135
Subtotal				52	93	62	207
Market Houses - Unit Mix -		MV mix%	Rounded -				
2 Bed houses		25%		8	15	10	34
3 Bed houses		45%		15	27	18	61
4 Bed houses		20%		7	12	8	27
5 Bed houses		10%		3	6	4	13
1 Bed Apartment		0%		0	0	0	0
2 Bed Apartment		0%		0	0	0	0
Total number of units		100%		34	61	40	135
Affordable Houses - Unit Mix -		MV mix%	Rounded -				
2 Bed houses		65%		12	21	14	47
3 Bed houses		20%		4	7	4	14
4 Bed houses		15%		3	5	3	11
5 Bed houses		0%		0	0	0	0
1 Bed Apartment		0%		0	0	0	0
2 Bed Apartment		0%		0	0	0	0
Total number of units		100%		18	33	22	72
Construction Floor areas -		GIA per unit (sqm)		GIA (sqm)	GIA (sqm)	GIA (sqm)	GIA (sqm)
2 Bed houses		80.0		1,615	2,906	1,938	6,458
3 Bed houses		95.0		1,782	3,208	2,139	7,129
4 Bed houses		110.0		1,039	1,870	1,247	4,156
5 Bed houses		130.0		437	787	525	1,749
				4,873	8,771	5,847	19,492
1 Bed Apartment		50.0		0	0	0	0
2 Bed Apartment		65.0		0	0	0	0
				0	0	0	0
Total Floor area (sqm)				4,873	8,771	5,847	19,492
Market Values -	Lower	MV per unit (£)		£	£	£	£
2 Bed houses		215,000		1,808,016	3,254,428	2,169,619	7,232,063
3 Bed houses		280,000		4,238,325	7,628,985	5,085,990	16,953,300
4 Bed houses		390,000		2,623,725	4,722,705	3,148,470	10,494,900
5 Bed houses		500,000		1,681,875	3,027,375	2,018,250	6,727,500
1 Bed Apartment		150,000		0	0	0	0
2 Bed Apartment		210,000		0	0	0	0
				10,351,941	18,633,493	12,422,329	41,407,763
(Marketing and Sales incentives for Private Sales)		3%		310,558	559,005	372,670	1,242,233
Affordable Rented Values -	66%	Affordable Rented per unit (£)		£	£	£	£
2 Bed houses		130,000		1,010,134	1,818,241	1,212,161	4,040,537
3 Bed houses		145,000		346,673	624,012	416,008	1,386,693
4 Bed houses		185,000		331,730	597,115	398,077	1,326,922
5 Bed houses		210,000		0	0	0	0
1 Bed Apartment		100,000		0	0	0	0
2 Bed Apartment		115,000		0	0	0	0
				1,688,538	3,039,368	2,026,245	6,754,151
Intermediate AH Values -	34%	Affordable Rented per unit (£)		£	£	£	£
2 Bed houses		135,000		540,386	972,696	648,464	2,161,546
3 Bed houses		165,000		203,222	365,800	243,867	812,889
4 Bed houses		195,000		180,129	324,232	216,155	720,515
5 Bed houses		225,000		0	0	0	0
1 Bed Apartment		110,000		0	0	0	0
2 Bed Apartment		125,000		0	0	0	0
				923,738	1,662,728	1,108,485	3,694,950
Total GDV				£12,964,216	£23,335,589	£15,557,059	£51,856,864
CIL Scenario A -							
CIL Chargeable Floor area (sqm) (Market Housing only)				3,288	5,919	3,946	13,152
CIL (£ psm Market only)		100.00		£328,807	£591,852	£394,568	£1,315,226
CIL per dwelling (check) (Market Housing only)				£9,775	£9,775	£9,775	
Site specific S106/s278		10,000 per unit		£517,500	£931,500	£621,000	£2,070,000
				£859,370	£1,539,045	£1,029,289	£3,427,704
S106 Scenario B -							
Site specific S106/s278		16,340 per unit		£845,595	£1,522,071	£1,014,714	£3,382,380
				£845,595	£1,522,071	£1,014,714	£3,382,380
Infrastructure / External Works Costs -							
external works				15%	15%	15%	

Notes -
 [1] as identified in draft Local Plan and identified on the West Oxon SDA 1:15,000 Plan / from Annington Base Plan and email 25/7/2012



150128 SDA assumptions_v4.2a - North Witney

Net Developable Site Area (Residential)	33.5 ha	82.78 acres	[1]										
Density	30 dwelling per hectare (dph)												
Total number of units	1,005												
Development Phasing (%) -				Phase 1	Phase 2	Phase 3	Phase 4	Phase 5	Phase 6	Phase 7	Phase 8	Phase 9	Total
				7.0%	11.0%	12.0%	12.0%	14.0%	14.0%	12.0%	11.0%	7.0%	100%
Phase Site Areas (acres) -				5.8	9.1	9.9	9.9	11.6	11.6	9.9	9.1	5.8	82.8
No. of units in phase -				70	111	121	121	141	141	121	111	70	1,005
Affordable Housing target % -	40%												
No. Affordable Houses				28	44	48	48	56	56	48	44	28	402
No. Market Houses				42	66	72	72	84	84	72	66	42	603
Subtotal				70	111	121	121	141	141	121	111	70	1,005
Market Houses - Unit Mix -	MV mix%		Rounded -										
2 Bed houses	25%			11	17	18	18	21	21	18	17	11	151
3 Bed houses	45%			19	30	33	33	38	38	33	30	19	271
4 Bed houses	20%			8	13	14	14	17	17	14	13	8	121
5 Bed houses	10%			4	7	7	7	8	8	7	7	4	60
1 Bed Apartment	0%			0	0	0	0	0	0	0	0	0	0
2 Bed Apartment	0%			0	0	0	0	0	0	0	0	0	0
Total number of units	100%			42	66	72	72	84	84	72	66	42	603
Affordable Houses - Unit Mix -	MV mix%		Rounded -										
2 Bed houses	65%			18	29	31	31	37	37	31	29	18	261
3 Bed houses	20%			6	9	10	10	11	11	10	9	6	80
4 Bed houses	15%			4	7	7	7	8	8	7	7	4	60
5 Bed houses	0%			0	0	0	0	0	0	0	0	0	0
1 Bed Apartment	0%			0	0	0	0	0	0	0	0	0	0
2 Bed Apartment	0%			0	0	0	0	0	0	0	0	0	0
Total number of units	100%			28	44	48	48	56	56	48	44	28	402
Construction Floor areas -	GIA per unit (sqm)												
2 Bed houses	80.0			2,307	3,626	3,956	3,956	4,615	4,615	3,956	3,626	2,307	32,964
3 Bed houses	95.0			2,339	3,676	4,010	4,010	4,678	4,678	4,010	3,676	2,339	33,416
4 Bed houses	110.0			1,393	2,189	2,388	2,388	2,786	2,786	2,388	2,189	1,393	19,899
5 Bed houses	130.0			549	862	941	941	1,097	1,097	941	862	549	7,839
				6,588	10,353	11,294	11,294	13,177	13,177	11,294	10,353	6,588	94,118
1 Bed Apartment	50.0			0	0	0	0	0	0	0	0	0	0
2 Bed Apartment	65.0			0	0	0	0	0	0	0	0	0	0
				0	0	0	0	0	0	0	0	0	0
Total Floor area (sqm)				6,588	10,353	11,294	11,294	13,177	13,177	11,294	10,353	6,588	94,118
Market Values -	Medium MV per unit (£)												
2 Bed houses	230,000			2,427,075	3,813,975	4,160,700	4,160,700	4,854,150	4,854,150	4,160,700	3,813,975	2,427,075	34,672,500
3 Bed houses	320,000			6,078,240	9,551,520	10,419,840	10,419,840	12,156,480	12,156,480	10,419,840	9,551,520	6,078,240	86,832,000
4 Bed houses	420,000			3,545,640	5,571,720	6,078,240	6,078,240	7,091,280	7,091,280	6,078,240	5,571,720	3,545,640	50,652,000
5 Bed houses	550,000			2,321,550	3,648,150	3,979,800	3,979,800	4,643,100	4,643,100	3,979,800	3,648,150	2,321,550	33,165,000
1 Bed Apartment	210,000			0	0	0	0	0	0	0	0	0	0
2 Bed Apartment	230,000			0	0	0	0	0	0	0	0	0	0
				14,372,505	22,585,365	24,638,580	24,638,580	28,745,010	28,745,010	24,638,580	22,585,365	14,372,505	205,321,500
(Marketing and Sales incentives for Private Sales)	3%			431,175	677,561	739,157	739,157	862,350	862,350	739,157	677,561	431,175	6,159,645
Affordable Rented Values -	66% Affordable Rented per unit (£)												
2 Bed houses	130,000			1,569,368	2,466,149	2,690,345	2,690,345	3,138,736	3,138,736	2,690,345	2,466,149	1,569,368	22,419,540
3 Bed houses	145,000			538,600	846,371	923,314	923,314	1,077,199	1,077,199	923,314	846,371	538,600	7,694,280
4 Bed houses	185,000			515,384	809,889	883,516	883,516	1,030,768	1,030,768	883,516	809,889	515,384	7,362,630
5 Bed houses	210,000			0	0	0	0	0	0	0	0	0	0
1 Bed Apartment	100,000			0	0	0	0	0	0	0	0	0	0
2 Bed Apartment	115,000			0	0	0	0	0	0	0	0	0	0
				2,623,352	4,122,410	4,497,174	4,497,174	5,246,703	5,246,703	4,497,174	4,122,410	2,623,352	37,476,450
Intermediate AH Values -	34% Affordable Rented per unit (£)												
2 Bed houses	135,000			839,557	1,319,304	1,439,240	1,439,240	1,679,114	1,679,114	1,439,240	1,319,304	839,557	11,993,670
3 Bed houses	165,000			315,731	496,148	541,253	541,253	631,462	631,462	541,253	496,148	315,731	4,510,440
4 Bed houses	195,000			279,852	439,768	479,747	479,747	559,705	559,705	479,747	439,768	279,852	3,997,890
5 Bed houses	225,000			0	0	0	0	0	0	0	0	0	0
1 Bed Apartment	110,000			0	0	0	0	0	0	0	0	0	0
2 Bed Apartment	125,000			0	0	0	0	0	0	0	0	0	0
				1,435,140	2,255,220	2,460,240	2,460,240	2,870,280	2,870,280	2,460,240	2,255,220	1,435,140	20,502,000
Total GDV				£18,430,997	£28,962,995	£31,595,994	£31,595,994	£36,861,993	£36,861,993	£31,595,994	£28,962,995	£18,430,997	£263,299,950
CIL Scenario A -													
CIL Chargeable Floor area (sqm) (Market Housing only)				4,126	6,484	7,073	7,073	8,252	8,252	7,073	6,484	4,126	58,943
CIL (£ psm Market only)	100.00			£412,603	£648,376	£707,319	£707,319	£825,206	£825,206	£707,319	£648,376	£412,603	£5,894,325
CIL per dwelling (check) (Market Housing only)				£9,775	£9,775	£9,775	£9,775	£9,775	£9,775	£9,775	£9,775	£9,775	£9,775
Site specific S106/s278	10,000 per unit			£703,500	£1,105,500	£1,206,000	£1,206,000	£1,407,000	£1,407,000	£1,206,000	£1,105,500	£703,500	£10,050,000
				£1,130,004	£1,770,135	£1,930,167	£1,930,167	£2,250,233	£2,250,233	£1,930,167	£1,770,135	£1,130,004	£16,091,243
S106 Scenario B -													
Site specific S106/s278	16,340 per unit			£1,149,519	£1,806,387	£1,970,604	£1,970,604	£2,299,038	£2,299,038	£1,970,604	£1,806,387	£1,149,519	£16,421,700
				£1,149,519	£1,806,387	£1,970,604	£1,970,604	£2,299,038	£2,299,038	£1,970,604	£1,806,387	£1,149,519	£16,421,700
Infrastructure / External Works Costs -	[2]												
external works				15%	15%	15%	15%	15%	15%	15%	15%	15%	
Primary School							£7,000,000						£7,000,000
River Windrush Bridge					£18,000,000								£18,000,000
Jubilee Way Roundabout				£1,000,000									£1,000,000
Woodstock Way Roundabout				£1,000,000									£1,000,000
New Yatt Rd Roundabout				£1,000,000									£1,000,000
Stage 1 Northern Relief Rd					£1,000,000								£1,000,000
Halley Rd Roundabout						£1,000,000							£1,000,000
Stage 2 Northern Relief Rd						£2,500,000	£2,500,000						£5,000,000
Flood Alleviation						£1,000,000	£1,000,000	£1,000,000					£3,000,000
				£3,000,000	£19,000,000	£4,500,000	£10,500,000	£1,000,000	£0	£0	£0	£0	£38,000,000

Notes -

[1] as identified in draft Local Plan and identified on the West Oxon SDA 1:15,000 Plan - from WODC Site Information Paper

[2] from North Witney Masterplan Phasing Diagram and WODC briefing paper

150128 SDA assumptions_v4.2a - Chipping Norton

Net Developable Site Area (Residential)	16.75 ha	41.39 acres	[1]								
Density	30 dwelling per hectare (dph)										
Total number of units	503										
Development Phasing (%) -				Phase 1	Phase 2	Phase 3	Phase 4	Phase 5	Phase 6	Phase 7	Total
				10.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	100%
Phase Site Areas (acres) -				4.1	6.2	6.2	6.2	6.2	6.2	6.2	41.4
No. of units in phase -				50	75	75	75	75	75	75	503
Affordable Housing target % -	40%										
No. Affordable Houses				20	30	30	30	30	30	30	201
No. Market Houses				30	45	45	45	45	45	45	302
Subtotal				50	75	75	75	75	75	75	503
Market Houses - Unit Mix -		MV mix%	Rounded -								
2 Bed houses		25%		8	11	11	11	11	11	11	75
3 Bed houses		45%		14	20	20	20	20	20	20	136
4 Bed houses		20%		6	9	9	9	9	9	9	60
5 Bed houses		10%		3	5	5	5	5	5	5	30
1 Bed Apartment		0%		0	0	0	0	0	0	0	0
2 Bed Apartment		0%		0	0	0	0	0	0	0	0
Total number of units		100%		30	45	45	45	45	45	45	302
Affordable Houses - Unit Mix -		MV mix%	Rounded -								
2 Bed houses		65%		13	20	20	20	20	20	20	131
3 Bed houses		20%		4	6	6	6	6	6	6	40
4 Bed houses		15%		3	5	5	5	5	5	5	30
5 Bed houses		0%		0	0	0	0	0	0	0	0
1 Bed Apartment		0%		0	0	0	0	0	0	0	0
2 Bed Apartment		0%		0	0	0	0	0	0	0	0
Total number of units		100%		20	30	30	30	30	30	30	201
Construction Floor areas -		GIA per unit (sqm)	GIA (sqm)	GIA (sqm)	GIA (sqm)	GIA (sqm)	GIA (sqm)	GIA (sqm)	GIA (sqm)	GIA (sqm)	GIA (sqm)
2 Bed houses		80.0	1,648	2,472	2,472	2,472	2,472	2,472	2,472	2,472	16,482
3 Bed houses		95.0	1,671	2,506	2,506	2,506	2,506	2,506	2,506	2,506	16,708
4 Bed houses		110.0	995	1,492	1,492	1,492	1,492	1,492	1,492	1,492	9,950
5 Bed houses		130.0	392	588	588	588	588	588	588	588	3,920
			4,706	7,059	47,059						
1 Bed Apartment		50.0	0	0	0	0	0	0	0	0	0
2 Bed Apartment		65.0	0	0	0	0	0	0	0	0	0
			0	0	0	0	0	0	0	0	0
Total Floor area (sqm)			4,706	7,059	7,059	7,059	7,059	7,059	7,059	7,059	47,059
Market Values -	Medium	MV per unit (£)	£	£	£	£	£	£	£	£	£
2 Bed houses		230,000	1,733,625	2,600,438	2,600,438	2,600,438	2,600,438	2,600,438	2,600,438	2,600,438	17,336,250
3 Bed houses		320,000	4,341,600	6,512,400	6,512,400	6,512,400	6,512,400	6,512,400	6,512,400	6,512,400	43,416,000
4 Bed houses		420,000	2,532,600	3,798,900	3,798,900	3,798,900	3,798,900	3,798,900	3,798,900	3,798,900	25,326,000
5 Bed houses		550,000	1,658,250	2,487,375	2,487,375	2,487,375	2,487,375	2,487,375	2,487,375	2,487,375	16,582,500
1 Bed Apartment		210,000	0	0	0	0	0	0	0	0	0
2 Bed Apartment		230,000	0	0	0	0	0	0	0	0	0
			10,266,075	15,399,113	102,660,750						
(Marketing and Sales incentives for Private Sales)		3%	307,982	461,973	461,973	461,973	461,973	461,973	461,973	461,973	3,079,823
Affordable Rented Values -	66%	Affordable Rented per unit (£)	£	£	£	£	£	£	£	£	£
2 Bed houses		130,000	1,120,977	1,681,466	1,681,466	1,681,466	1,681,466	1,681,466	1,681,466	1,681,466	11,209,770
3 Bed houses		145,000	384,714	577,071	577,071	577,071	577,071	577,071	577,071	577,071	3,847,140
4 Bed houses		185,000	368,132	552,197	552,197	552,197	552,197	552,197	552,197	552,197	3,681,315
5 Bed houses		210,000	0	0	0	0	0	0	0	0	0
1 Bed Apartment		100,000	0	0	0	0	0	0	0	0	0
2 Bed Apartment		115,000	0	0	0	0	0	0	0	0	0
			1,873,823	2,810,734	18,738,225						
Intermediate AH Values -	34%	Affordable Rented per unit (£)	£	£	£	£	£	£	£	£	£
2 Bed houses		135,000	599,684	899,525	899,525	899,525	899,525	899,525	899,525	899,525	5,996,835
3 Bed houses		165,000	225,522	338,283	338,283	338,283	338,283	338,283	338,283	338,283	2,255,220
4 Bed houses		195,000	199,895	299,842	299,842	299,842	299,842	299,842	299,842	299,842	1,998,945
5 Bed houses		225,000	0	0	0	0	0	0	0	0	0
1 Bed Apartment		110,000	0	0	0	0	0	0	0	0	0
2 Bed Apartment		125,000	0	0	0	0	0	0	0	0	0
			1,025,100	1,537,650	10,251,000						
Total GDV			£13,164,998	£19,747,496	£19,747,496	£19,747,496	£19,747,496	£19,747,496	£19,747,496	£19,747,496	£131,649,975
CIL Scenario A -											
CIL Chargeable Floor area (sqm) (Market Housing only)			2,947	4,421	4,421	4,421	4,421	4,421	4,421	4,421	29,472
CIL (£ psm Market only)		100.00	£294,716	£442,074	£442,074	£442,074	£442,074	£442,074	£442,074	£442,074	£2,947,163
CIL per dwelling (check) (Market Housing only)			£9,775	£9,775	£9,775	£9,775	£9,775	£9,775	£9,775	£9,775	£9,775
Site specific S106/s278		10,000 per unit	£502,500	£753,750	£753,750	£753,750	£753,750	£753,750	£753,750	£753,750	£5,025,000
			£809,938	£1,210,020	£1,210,020	£1,210,020	£1,210,020	£1,210,020	£1,210,020	£1,210,020	£8,070,059
S106 Scenario B -											
Site specific S106/s278		16,340 per unit	£821,085	£1,231,628	£1,231,628	£1,231,628	£1,231,628	£1,231,628	£1,231,628	£1,231,628	£8,210,850
			£821,085	£1,231,628	£1,231,628	£1,231,628	£1,231,628	£1,231,628	£1,231,628	£1,231,628	£8,210,850
Infrastructure / External Works Costs -											
external works			15%	15%	15%	15%	15%	15%	15%	15%	
Primary School					£7,000,000						£7,000,000
					£7,000,000						
Notes -											
[1] as identified in draft Local Plan and identified on the West Oxon SDA 1:15,000 Plan - from WODC Site Information Paper											
[2] from North Witney Masterplan Phasing Diagram and WODC briefing paper											

150128 SDA assumptions_v4.2a - Version Notes

Date	Version	Comments
150128	v4.2a	final

REVENUE

File: 150127 Ewitney V3-2a

Market Units (P1)		12,227,355
Affordable Rent Units (P1)		2,231,807
Intermediate Units (P1)		1,220,940
Market Units (P2)		16,303,140
Affordable Rent Units (P2)		2,975,742
Intermediate Units (P2)		1,627,920
Market Units (P3)		36,682,065
Affordable Rent Units (P3)		6,695,420
Intermediate Units (P3)		3,662,820
Market Units (P4)		16,303,140
Affordable Rent Units (P4)		2,975,742
Intermediate Units (P4)		1,627,920
	REVENUE	104,534,011

COSTS

Site Value		9,792,000	
Site Stamp Duty	at 5.00%	489,600	
Site Legal Fees	at 0.50%	48,960	
Site Agency Fees	at 1.00%	97,920	
	Site Costs		10,428,480
Plan App Prof Fees (P1)		75,000	
Stat Planning (P1)		25,000	
Site Specific S106 (P1)		598,500	
Cil (P1)		351,020	
Plan App Prof Fees (P2)		75,000	
Stat Planning (P2)		25,000	
Site Specific S106 (P2)		798,000	
Cil (P2)		468,027	
Plan App Prof Fees (P3)		75,000	
Stat Planning (P3)		25,000	
Site Specific S106 (P3)		1,795,500	
Cil (P3)		1,053,061	
Plan App Prof Fees (P4)		75,000	
Stat Planning (P4)		25,000	
Site Specific S106 (P4)		798,000	
Cil (P4)		468,027	
	Initial Payments		6,730,135
Site Clearance (P1)	4.20 acres at 10,000.00 ea.	42,000	
House Build (P1)	5,605.00 sq-m at 1,084.00 psm	6,075,820	
Site Clearance (P2)	5.60 acres at 10,000.00 ea.	56,000	
House Build (P2)	7,473.00 sq-m at 1,084.00 psm	8,100,732	
Site Clearance (P3)	12.70 acres at 10,000.00 ea.	127,000	
House Build (P3)	16,815.00 sq-m at 1,084.00 psm	18,227,460	
Site Clearance (P4)	5.60 acres at 10,000.00 ea.	56,000	
House Build (P4)	7,473.00 sq-m at 1,084.00 psm	8,100,732	
Shores Green Rd (P2)		4,350,000	
Shores Green Rd (P3)		4,350,000	
External Works Allowance	at 15.00%	7,422,862	
Contingency	at 5.00%	2,474,287	
Professional Fees	at 9.00%	4,453,717	
Finance Fee	at 1.00%	494,857	
	Build Costs		64,331,467
Direct Sale Agents Fee	at 1.00%	1,045,340	
Direct Sale Legal Fees	at 0.50%	522,670	
	Disposal Fees		1,568,010

Marketing	2,962,575	
	End Payments	2,962,575

EQUITY FINANCE 34,408,267 / 40.00% of Net Cost
Side by Side method

INTEREST (See CASHFLOW) 744,691

7.00% pa	on Debt charged Quarterly and compounded Quarterly
Site Costs	Month 1 (May 13)
Plan App Prof Fees (P1)	Phase 1: Month 4 (Aug 13)
Stat Planning (P1)	Phase 1: Month 4 (Aug 13)
Site Specific S106 (P1)	Phase 1: Month 4 (Aug 13)
Cil (P1)	Phase 1: Month 4 (Aug 13)
Plan App Prof Fees (P2)	Phase 2: Month 19 (Nov 14)
Stat Planning (P2)	Phase 2: Month 19 (Nov 14)
Site Specific S106 (P2)	Phase 2: Month 19 (Nov 14)
Cil (P2)	Phase 2: Month 19 (Nov 14)
Plan App Prof Fees (P3)	Phase 3: Month 34 (Feb 16)
Stat Planning (P3)	Phase 3: Month 34 (Feb 16)
Site Specific S106 (P3)	Phase 3: Month 34 (Feb 16)
Cil (P3)	Phase 3: Month 34 (Feb 16)
Plan App Prof Fees (P4)	Phase 4: Month 49 (May 17)
Stat Planning (P4)	Phase 4: Month 49 (May 17)
Site Specific S106 (P4)	Phase 4: Month 49 (May 17)
Cil (P4)	Phase 4: Month 49 (May 17)
Site Clearance (bld.) (P1)	Phase 1: Month 8 to 19 (Dec 13 - Nov 14)
House Build (bld.) (P1)	Phase 1: Month 8 to 19 (Dec 13 - Nov 14)
Site Clearance (bld.) (P2)	Phase 2: Month 23 to 34 (Mar 15 - Feb 16)
House Build (bld.) (P2)	Phase 2: Month 23 to 34 (Mar 15 - Feb 16)
Site Clearance (bld.) (P3)	Phase 3: Month 38 to 49 (Jun 16 - May 17)
House Build (bld.) (P3)	Phase 3: Month 38 to 49 (Jun 16 - May 17)
Site Clearance (bld.) (P4)	Phase 4: Month 53 to 64 (Sep 17 - Aug 18)
House Build (bld.) (P4)	Phase 4: Month 53 to 64 (Sep 17 - Aug 18)
Shores Green Rd (P2)	Phase 2: Month 23 to 34 (Mar 15 - Feb 16)
Shores Green Rd (P3)	Phase 3: Month 38 to 49 (Jun 16 - May 17)
Marketing	Month 9 to 66 (Jan 14 - Oct 18)
Market Units (sale) (P1)	Phase 1: Month 12 to 23 (Apr 14 - Mar 15)
Affordable Rent Units (sale) (P1)	Phase 1: Month 12 to 23 (Apr 14 - Mar 15)
Intermediate Units (sale) (P1)	Phase 1: Month 12 to 23 (Apr 14 - Mar 15)
Market Units (sale) (P2)	Phase 2: Month 27 to 38 (Jul 15 - Jun 16)
Affordable Rent Units (sale) (P2)	Phase 2: Month 27 to 38 (Jul 15 - Jun 16)
Intermediate Units (sale) (P2)	Phase 2: Month 27 to 38 (Jul 15 - Jun 16)
Market Units (sale) (P3)	Phase 3: Month 42 to 53 (Oct 16 - Sep 17)
Affordable Rent Units (sale) (P3)	Phase 3: Month 42 to 53 (Oct 16 - Sep 17)
Intermediate Units (sale) (P3)	Phase 3: Month 42 to 53 (Oct 16 - Sep 17)
Market Units (sale) (P4)	Phase 4: Month 57 to 68 (Jan 18 - Dec 18)
Affordable Rent Units (sale) (P4)	Phase 4: Month 57 to 68 (Jan 18 - Dec 18)
Intermediate Units (sale) (P4)	Phase 4: Month 57 to 68 (Jan 18 - Dec 18)

PROFIT	17,768,653	COSTS	86,765,358
PROFIT/SALE	17.00%	PROFIT/COST	20.48%
IRR	N/A	RoE as PROFIT	51.64%

130514 v1-1
initial draft for discussion
based on assumptions 130514 v1

130515 v1-2
revised appraisal following review of ECArterton and ReemaC SDAs
based on assumptions 130515 v2

130730 v2-1

based on assumptions 130730 v2.1

130801 v2-2

includes 'residual' S106/s278s to be consistent with typologies

141218 v3-1A

CIL Scenario A - draft update

150127 v3.2a

CIL Scenario A - updated with WODC instructions

REVENUE

File: 150127 Ewitney V3-2b

Market Units (P1)		12,227,355
Affordable Rent Units (P1)		2,231,807
Intermediate Units (P1)		1,220,940
Market Units (P2)		16,303,140
Affordable Rent Units (P2)		2,975,742
Intermediate Units (P2)		1,627,920
Market Units (P3)		36,682,065
Affordable Rent Units (P3)		6,695,420
Intermediate Units (P3)		3,662,820
Market Units (P4)		16,303,140
Affordable Rent Units (P4)		2,975,742
Intermediate Units (P4)		1,627,920
	REVENUE	104,534,011

COSTS

Site Value		9,624,000	
Site Stamp Duty	at 5.00%	481,200	
Site Legal Fees	at 0.50%	48,120	
Site Agency Fees	at 1.00%	96,240	
	Site Costs		10,249,560
Plan App Prof Fees (P1)		75,000	
Stat Planning (P1)		25,000	
Site Specific S106 (P1)		977,949	
Plan App Prof Fees (P2)		75,000	
Stat Planning (P2)		25,000	
Site Specific S106 (P2)		1,303,932	
Plan App Prof Fees (P3)		75,000	
Stat Planning (P3)		25,000	
Site Specific S106 (P3)		2,933,847	
Plan App Prof Fees (P4)		75,000	
Stat Planning (P4)		25,000	
Site Specific S106 (P4)		1,303,932	
	Initial Payments		6,919,660
Site Clearance (P1)	4.20 acres at 10,000.00 ea.	42,000	
House Build (P1)	5,605.00 sq-m at 1,084.00 psm	6,075,820	
Site Clearance (P2)	5.60 acres at 10,000.00 ea.	56,000	
House Build (P2)	7,473.00 sq-m at 1,084.00 psm	8,100,732	
Site Clearance (P3)	12.70 acres at 10,000.00 ea.	127,000	
House Build (P3)	16,815.00 sq-m at 1,084.00 psm	18,227,460	
Site Clearance (P4)	5.60 acres at 10,000.00 ea.	56,000	
House Build (P4)	7,473.00 sq-m at 1,084.00 psm	8,100,732	
Shores Green Rd (P2)		4,350,000	
Shores Green Rd (P3)		4,350,000	
External Works Allowance	at 15.00%	7,422,862	
Contingency	at 5.00%	2,474,287	
Professional Fees	at 9.00%	4,453,717	
Finance Fee	at 1.00%	494,857	
	Build Costs		64,331,467
Direct Sale Agents Fee	at 1.00%	1,045,340	
Direct Sale Legal Fees	at 0.50%	522,670	
	Disposal Fees		1,568,010
Marketing		2,962,575	
	End Payments		2,962,575

EQUITY FINANCE

34,412,509 / 40.00% of Net Cost
Side by Side method

INTEREST

(See CASHFLOW)

731,714

7.00% pa on Debt charged Quarterly and compounded Quarterly
 Site Costs Month 1 (May 13)
 Plan App Prof Fees (P1) Phase 1: Month 4 (Aug 13)
 Stat Planning (P1) Phase 1: Month 4 (Aug 13)
 Site Specific S106 (P1) Phase 1: Month 4 (Aug 13)
 Plan App Prof Fees (P2) Phase 2: Month 19 (Nov 14)
 Stat Planning (P2) Phase 2: Month 19 (Nov 14)
 Site Specific S106 (P2) Phase 2: Month 19 (Nov 14)
 Plan App Prof Fees (P3) Phase 3: Month 34 (Feb 16)
 Stat Planning (P3) Phase 3: Month 34 (Feb 16)
 Site Specific S106 (P3) Phase 3: Month 34 (Feb 16)
 Plan App Prof Fees (P4) Phase 4: Month 49 (May 17)
 Stat Planning (P4) Phase 4: Month 49 (May 17)
 Site Specific S106 (P4) Phase 4: Month 49 (May 17)
 Site Clearance (bld.) (P1) Phase 1: Month 8 to 19 (Dec 13 - Nov 14)
 House Build (bld.) (P1) Phase 1: Month 8 to 19 (Dec 13 - Nov 14)
 Site Clearance (bld.) (P2) Phase 2: Month 23 to 34 (Mar 15 - Feb 16)
 House Build (bld.) (P2) Phase 2: Month 23 to 34 (Mar 15 - Feb 16)
 Site Clearance (bld.) (P3) Phase 3: Month 38 to 49 (Jun 16 - May 17)
 House Build (bld.) (P3) Phase 3: Month 38 to 49 (Jun 16 - May 17)
 Site Clearance (bld.) (P4) Phase 4: Month 53 to 64 (Sep 17 - Aug 18)
 House Build (bld.) (P4) Phase 4: Month 53 to 64 (Sep 17 - Aug 18)
 Shores Green Rd (P2) Phase 2: Month 23 to 34 (Mar 15 - Feb 16)
 Shores Green Rd (P3) Phase 3: Month 38 to 49 (Jun 16 - May 17)
 Marketing Month 9 to 66 (Jan 14 - Oct 18)
 Market Units (sale) (P1) Phase 1: Month 12 to 23 (Apr 14 - Mar 15)
 Affordable Rent Units (sale) (P1) Phase 1: Month 12 to 23 (Apr 14 - Mar 15)
 Intermediate Units (sale) (P1) Phase 1: Month 12 to 23 (Apr 14 - Mar 15)
 Market Units (sale) (P2) Phase 2: Month 27 to 38 (Jul 15 - Jun 16)
 Affordable Rent Units (sale) (P2) Phase 2: Month 27 to 38 (Jul 15 - Jun 16)
 Intermediate Units (sale) (P2) Phase 2: Month 27 to 38 (Jul 15 - Jun 16)
 Market Units (sale) (P3) Phase 3: Month 42 to 53 (Oct 16 - Sep 17)
 Affordable Rent Units (sale) (P3) Phase 3: Month 42 to 53 (Oct 16 - Sep 17)
 Intermediate Units (sale) (P3) Phase 3: Month 42 to 53 (Oct 16 - Sep 17)
 Market Units (sale) (P4) Phase 4: Month 57 to 68 (Jan 18 - Dec 18)
 Affordable Rent Units (sale) (P4) Phase 4: Month 57 to 68 (Jan 18 - Dec 18)
 Intermediate Units (sale) (P4) Phase 4: Month 57 to 68 (Jan 18 - Dec 18)

PROFIT	17,771,025	COSTS	86,762,986
PROFIT/SALE	17.00%	PROFIT/COST	20.48%
IRR	N/A	RoE as PROFIT	51.64%

130514 v1-1
 initial draft for discussion
 based on assumptions 130514 v1

130515 v1-2
 revised appraisal following review of ECArterton and ReemaC SDAs
 based on assumptions 130515 v2

130730 v2-1
 based on assumptions 130730 v2.1

130801 v2-2
 includes 'residual' S106/s278s to be consistent with typologies

141218 v3-1A
 CIL Scenario A - draft update

150127 v3.2a

CIL Scenario A - updated with WODC instructions

150127 v3.2b

S106 scenario based on above CIL scenario

REVENUE

File: 150127 Reemac V3-2a

Market Units (P1)		10,351,941
Affordable Rent Units (P1)		1,688,538
Intermediate Units (P1)		923,738
Market Units (P2)		18,633,493
Affordable Rent Units (P2)		3,039,368
Intermediate Units (P2)		1,662,728
Market Units (P3)		12,422,329
Affordable Rent Units (P3)		2,026,245
Intermediate Units (P3)		1,108,485
	REVENUE	51,856,865

COSTS

Site Value		6,328,000	
Site Stamp Duty	at 5.00%	316,400	
Site Legal Fees	at 0.50%	31,640	
Site Agency Fees	at 1.00%	63,280	
	Site Costs		6,739,320
Plan App Prof Fees (P1)		75,000	
Stat Planning (P1)		25,000	
Site Specific S106 (P1)		517,500	
Cil (P1)		328,807	
Plan App Prof Fee (P2)		75,000	
Stat Planning (P2)		25,000	
Site Specific S106 (P2)		931,500	
Cil (P2)		591,852	
Plan App Prof Fee (P3)		75,000	
Stat Planning (P3)		25,000	
Site Specific S106 (P3)		621,000	
Cil (P3)		394,568	
Plan App Prof Fee (P4)		75,000	
Stat Planning (P4)		25,000	
	Initial Payments		3,785,227
Site Clearance - Brownfield (P1)	4.30 acres at 15,000.00 ea.	64,500	
Site Clearance (P2)	7.70 acres at 15,000.00 ea.	115,500	
Site Clearance (P3)	5.10 acres at 15,000.00 ea.	76,500	
House Build (P1)	4,873.00 sq-m at 1,084.00 psm	5,282,332	
House Build (P2)	8,771.00 sq-m at 1,084.00 psm	9,507,764	
House Build (P3)	5,847.00 sq-m at 1,084.00 psm	6,338,148	
External Works Allowance	at 15.00%	3,207,712	
Architect	at 9.00%	1,924,627	
Contingency	at 5.00%	1,069,237	
Professional Fees	at 10.00%	2,138,474	
Finance Fee	at 1.00%	213,847	
	Build Costs		29,938,642
Direct Sale Agents Fee	at 1.00%	518,569	
Direct Sale Legal Fees	at 0.50%	259,284	
	Disposal Fees		777,853
Marketing		1,306,800	
	End Payments		1,306,800

EQUITY FINANCE

17,019,137 / 40.00% of Net Cost
Side by Side method

INTEREST

(See CASHFLOW)

495,612

7.00% pa	on Debt charged Quarterly and compounded Quarterly		
Site Costs	Month 1 (May 13)		
Plan App Prof Fees (P1)	Phase 1: Month 4 (Aug 13)		
Stat Planning (P1)	Phase 1: Month 4 (Aug 13)		
Site Specific S106 (P1)	Phase 1: Month 4 (Aug 13)		
Cil (P1)	Phase 1: Month 4 (Aug 13)		
Plan App Prof Fee (P2)	Phase 2: Month 19 (Nov 14)		
Stat Planning (P2)	Phase 2: Month 19 (Nov 14)		
Site Specific S106 (P2)	Phase 2: Month 19 (Nov 14)		
Cil (P2)	Phase 2: Month 19 (Nov 14)		
Plan App Prof Fee (P3)	Phase 3: Month 34 (Feb 16)		
Stat Planning (P3)	Phase 3: Month 34 (Feb 16)		
Site Specific S106 (P3)	Phase 3: Month 34 (Feb 16)		
Cil (P3)	Phase 3: Month 34 (Feb 16)		
Plan App Prof Fee (P4)	Phase 4: Month 49 (May 17)		
Stat Planning (P4)	Phase 4: Month 49 (May 17)		
Site Clearance - Brownfield (bld.) (P1)	Phase 1: Month 8 to 19 (Dec 13 - Nov 14)		
Site Clearance (bld.) (P2)	Phase 2: Month 23 to 34 (Mar 15 - Feb 16)		
Site Clearance (bld.) (P3)	Phase 3: Month 38 to 49 (Jun 16 - May 17)		
House Build (bld.) (P1)	Phase 1: Month 8 to 19 (Dec 13 - Nov 14)		
House Build (bld.) (P2)	Phase 2: Month 23 to 34 (Mar 15 - Feb 16)		
House Build (bld.) (P3)	Phase 3: Month 38 to 49 (Jun 16 - May 17)		
Marketing	Month 9 to 51 (Jan 14 - Jul 17)		
Market Units (sale) (P1)	Phase 1: Month 12 to 23 (Apr 14 - Mar 15)		
Affordable Rent Units (sale) (P1)	Phase 1: Month 12 to 23 (Apr 14 - Mar 15)		
Intermediate Units (sale) (P1)	Phase 1: Month 12 to 23 (Apr 14 - Mar 15)		
Market Units (sale) (P2)	Phase 2: Month 27 to 38 (Jul 15 - Jun 16)		
Affordable Rent Units (sale) (P2)	Phase 2: Month 27 to 38 (Jul 15 - Jun 16)		
Intermediate Units (sale) (P2)	Phase 2: Month 27 to 38 (Jul 15 - Jun 16)		
Market Units (sale) (P3)	Phase 3: Month 42 to 53 (Oct 16 - Sep 17)		
Affordable Rent Units (sale) (P3)	Phase 3: Month 42 to 53 (Oct 16 - Sep 17)		
Intermediate Units (sale) (P3)	Phase 3: Month 42 to 53 (Oct 16 - Sep 17)		
PROFIT	8,813,412	COSTS	43,043,453
PROFIT/SALE	17.00%	PROFIT/COST	20.48%
IRR	N/A	RoE as PROFIT	51.79%

130515 v1-1
 initial draft for discussion
 based on assumptions 130514 v1

130522 v1-2
 updated with 'net additional' floorspace calcs for CIL

130730 v2-1
 updated based on SDA assumptions 130730 v2.1
 note this is an infill new build appraisal only excluding refurbishment as this is excluded from CIL/AH

130801 v2.2
 includes 'residual' S106/S278's to be consistent with typologies

141218 v3-1A
 CIL Scenario A - draft update

150127 v3.2A
 CIL Scenario A - updated with instruction from WODC

REVENUE

File: 150127 Reemac V3-2b

Market Units (P1)		10,351,941
Affordable Rent Units (P1)		1,688,538
Intermediate Units (P1)		923,738
Market Units (P2)		18,633,493
Affordable Rent Units (P2)		3,039,368
Intermediate Units (P2)		1,662,728
Market Units (P3)		12,422,329
Affordable Rent Units (P3)		2,026,245
Intermediate Units (P3)		1,108,485
	REVENUE	51,856,865

COSTS

Site Value		6,328,000	
Site Stamp Duty	at 5.00%	316,400	
Site Legal Fees	at 0.50%	31,640	
Site Agency Fees	at 1.00%	63,280	
	Site Costs		6,739,320
Plan App Prof Fees (P1)		75,000	
Stat Planning (P1)		25,000	
Site Specific S106 (P1)		845,595	
Plan App Prof Fee (P2)		75,000	
Stat Planning (P2)		25,000	
Site Specific S106 (P2)		1,522,071	
Plan App Prof Fee (P3)		75,000	
Stat Planning (P3)		25,000	
Site Specific S106 (P3)		1,014,714	
Plan App Prof Fee (P4)		75,000	
Stat Planning (P4)		25,000	
	Initial Payments		3,782,380
Site Clearance - Brownfield (P1)	4.30 acres at 15,000.00 ea.	64,500	
Site Clearance (P2)	7.70 acres at 15,000.00 ea.	115,500	
Site Clearance (P3)	5.10 acres at 15,000.00 ea.	76,500	
House Build (P1)	4,873.00 sq-m at 1,084.00 psm	5,282,332	
House Build (P2)	8,771.00 sq-m at 1,084.00 psm	9,507,764	
House Build (P3)	5,847.00 sq-m at 1,084.00 psm	6,338,148	
External Works Allowance	at 15.00%	3,207,712	
Architect	at 9.00%	1,924,627	
Contingency	at 5.00%	1,069,237	
Professional Fees	at 10.00%	2,138,474	
Finance Fee	at 1.00%	213,847	
	Build Costs		29,938,642
Direct Sale Agents Fee	at 1.00%	518,569	
Direct Sale Legal Fees	at 0.50%	259,284	
	Disposal Fees		777,853
Marketing		1,306,800	
	End Payments		1,306,800

EQUITY FINANCE

17,017,998 / 40.00% of Net Cost
Side by Side method

INTEREST

(See CASHFLOW)

495,537

7.00% pa	on Debt charged Quarterly and compounded Quarterly
Site Costs	Month 1 (May 13)
Plan App Prof Fees (P1)	Phase 1: Month 4 (Aug 13)

Stat Planning (P1)	Phase 1: Month 4 (Aug 13)
Site Specific S106 (P1)	Phase 1: Month 4 (Aug 13)
Plan App Prof Fee (P2)	Phase 2: Month 19 (Nov 14)
Stat Planning (P2)	Phase 2: Month 19 (Nov 14)
Site Specific S106 (P2)	Phase 2: Month 19 (Nov 14)
Plan App Prof Fee (P3)	Phase 3: Month 34 (Feb 16)
Stat Planning (P3)	Phase 3: Month 34 (Feb 16)
Site Specific S106 (P3)	Phase 3: Month 34 (Feb 16)
Plan App Prof Fee (P4)	Phase 4: Month 49 (May 17)
Stat Planning (P4)	Phase 4: Month 49 (May 17)
Site Clearance - Brownfield (bld.) (P1)	Phase 1: Month 8 to 19 (Dec 13 - Nov 14)
Site Clearance (bld.) (P2)	Phase 2: Month 23 to 34 (Mar 15 - Feb 16)
Site Clearance (bld.) (P3)	Phase 3: Month 38 to 49 (Jun 16 - May 17)
House Build (bld.) (P1)	Phase 1: Month 8 to 19 (Dec 13 - Nov 14)
House Build (bld.) (P2)	Phase 2: Month 23 to 34 (Mar 15 - Feb 16)
House Build (bld.) (P3)	Phase 3: Month 38 to 49 (Jun 16 - May 17)
Marketing	Month 9 to 51 (Jan 14 - Jul 17)
Market Units (sale) (P1)	Phase 1: Month 12 to 23 (Apr 14 - Mar 15)
Affordable Rent Units (sale) (P1)	Phase 1: Month 12 to 23 (Apr 14 - Mar 15)
Intermediate Units (sale) (P1)	Phase 1: Month 12 to 23 (Apr 14 - Mar 15)
Market Units (sale) (P2)	Phase 2: Month 27 to 38 (Jul 15 - Jun 16)
Affordable Rent Units (sale) (P2)	Phase 2: Month 27 to 38 (Jul 15 - Jun 16)
Intermediate Units (sale) (P2)	Phase 2: Month 27 to 38 (Jul 15 - Jun 16)
Market Units (sale) (P3)	Phase 3: Month 42 to 53 (Oct 16 - Sep 17)
Affordable Rent Units (sale) (P3)	Phase 3: Month 42 to 53 (Oct 16 - Sep 17)
Intermediate Units (sale) (P3)	Phase 3: Month 42 to 53 (Oct 16 - Sep 17)

PROFIT	8,816,333	COSTS	43,040,532
PROFIT/SALE	17.00%	PROFIT/COST	20.48%
IRR	N/A	RoE as PROFIT	51.81%

130515 v1-1
 initial draft for discussion
 based on assumptions 130514 v1

130522 v1-2
 updated with 'net additional' floorspace calcs for CIL

130730 v2-1
 updated based on SDA assumptions 130730 v2.1
 note this is an infill new build appraisal only excluding refurbishment as this is excluded from CIL/AH

130801 v2.2
 includes 'residual' S106/S278's to be consistent with typologies

141218 v3-1A
 CIL Scenario A - draft update

150127 v3.2A
 CIL Scenario A - updated with instruction from WODC

150127 v3.2B
 S106 scenario - copied and updated from v3.2A

REVENUE

File: 150127 Nwitney V3-2a

Market Units (P1)		14,372,505
Affordable Rent Units (P1)		2,623,352
Intermediate Units (P1)		1,435,140
Market Units (P2)		22,585,365
Affordable Rent Units (P2)		4,122,410
Intermediate Units (P2)		2,255,220
Market Units (P3)		24,638,580
Affordable Rent Units (P3)		4,497,174
Intermediate Units (P3)		2,460,240
Market Units (P4)		24,638,580
Affordable Rent Units (P4)		4,497,174
Intermediate Units (P4)		2,460,240
Market Units (P5)		28,745,010
Affordable Rent Units (P5)		5,246,703
Intermediate (P5)		2,870,380
Market Units (P6)		28,745,010
Affordable Rent Units (P6)		5,246,703
Intermediate Units (P6)		2,870,280
Market Units (P7)		24,638,580
Affordable Rent Units (P7)		4,497,174
Intermediate Units (P7)		2,460,240
Market Units (P8)		22,585,365
Affordable Rent Units (P8)		4,122,410
Intermediate Units (P8)		2,255,220
Market Units (P9)		14,372,505
Affordable Rent Units (P9)		2,623,352
Intermediate Units (P9)		1,435,140
	REVENUE	263,300,052

COSTS

Site Value		12,544,000
Site Stamp Duty	at 5.00%	627,200
Site Legal Fees	at 0.50%	62,720
Site Agency Fees	at 1.00%	125,440
	Site Costs	13,359,360
Plan App Prof Fees (P1)		75,000
Stat Planning (P1)		25,000
Cil (P1)		412,603
Plan App Prof Fees (P2)		75,000
Stat Planning (P2)		25,000
Cil (P2)		648,376
Plan App Prof Fees (P3)		75,000
Stat Planning (P3)		25,000
Cil (P3)		707,319
Plan App Prof Fees (P4)		75,000
Stat Planning (P4)		25,000
Cil (P4)		707,319
Plan App Prof Fees (P5)		75,000
Stat Planning (P5)		25,000
Cil (P5)		825,206
Plan App Prof Fees (P6)		75,000
Stat Planning (P6)		25,000
Cil (P6)		825,206
Plan App Prof Fees (P7)		75,000
Stat Planning (P7)		25,000
Cil (P7)		707,319
Plan App Prof Fees (P8)		75,000

Stat Planning (P8)		25,000	
Cil (P8)		648,376	
Plan App Prof Fees (P9)		75,000	
Stat Planning (P9)		25,000	
Cil (P9)		412,603	
		Initial Payments	6,794,327
Site Clearance (P1)	5.80 acres at 10,000.00 ea.	58,000	
Site Clearance (P2)	9.10 acres at 10,000.00 ea.	91,000	
Site Clearance (P3)	9.90 acres at 10,000.00 ea.	99,000	
Site Clearance (P4)	9.90 acres at 10,000.00 ea.	99,000	
Site Clearance (P5)	11.60 acres at 10,000.00 ea.	116,000	
Site Clearance (P6)	11.60 acres at 10,000.00 ea.	116,000	
Site Clearance (P7)	9.90 acres at 10,000.00 ea.	99,000	
Site Clearance (P8)	9.10 acres at 10,000.00 ea.	91,000	
Site Clearance (P9)	5.80 acres at 10,000.00 ea.	58,000	
House Build (P1)	6,588.00 sq-m at 1,084.00 psm	7,141,392	
House Build (P2)	10,353.00 sq-m at 1,084.00 psm	11,222,652	
House Build (P3)	11,294.00 sq-m at 1,084.00 psm	12,242,696	
House Build (P4)	11,294.00 sq-m at 1,084.00 psm	12,242,696	
House Build (P5)	13,177.00 sq-m at 1,084.00 psm	14,283,868	
House Build (P6)	13,177.00 sq-m at 1,084.00 psm	14,283,868	
House Build (P7)	11,294.00 sq-m at 1,084.00 psm	12,242,696	
House Build (P8)	10,353.00 sq-m at 1,084.00 psm	11,222,652	
House Build (P9)	6,588.00 sq-m at 1,084.00 psm	7,141,392	
Site Specific S106 (P1)	-E	703,500	
Site Specific S106 (P2)	-E	1,105,500	
Site Specific S106 (P3)	-E	1,206,000	
Site Specific S106 (P4)	-E	1,206,000	
Site Specific S106 (P5)	-E	1,407,000	
Site Specific S106 (P6)	-E	1,407,000	
Site Specific S106 (P7)	-E	1,206,000	
Site Specific S106 (P8)	-E	1,105,500	
Site Specific S106 (P9)	-E	703,500	
Primary School (P4)	-E	7,000,000	
River Windrush Bridge (P2)	-E	18,000,000	
Ph1 Roundabouts X3 (P1)	-E	3,000,000	
Ph2 Stage 1 Northern Relief (P2)	-E	1,000,000	
Ph3 Halley Rd / Stage 2 Relief / Flood (P3)	-E	4,500,000	
Ph4 Stage 2 Relief / Flood (P4)	-E	3,500,000	
Ph5 Flood Alleviation (P5)	-E	1,000,000	
External Works Allowance	at 15.00%	15,427,637	
Contingency	at 5.00%	5,142,546	
Professional Fees	at 9.00%	9,256,582	
Finance Fee	at 1.00%	1,028,509	
	(Build Costs labelled -E do not attract Contingency/Fees)	Build Costs	181,756,186
Direct Sale Agents Fee	at 1.00%	2,633,001	
Direct Sale Legal Fees	at 0.50%	1,316,500	
		Disposal Fees	3,949,501
Marketing		11,294,168	
		End Payments	11,294,168
EQUITY FINANCE	86,861,417 / 40.00% of Net Cost Side by Side method		
INTEREST	(See CASHFLOW)		1,380,866
7.00% pa	on Debt charged Quarterly and compounded Quarterly		
Site Costs	Month 1 (May 13)		

Plan App Prof Fees (P1)	Phase 1: Month 4 (Aug 13)
Stat Planning (P1)	Phase 1: Month 4 (Aug 13)
Cil (P1)	Phase 1: Month 4 (Aug 13)
Plan App Prof Fees (P2)	Phase 2: Month 19 (Nov 14)
Stat Planning (P2)	Phase 2: Month 19 (Nov 14)
Cil (P2)	Phase 2: Month 19 (Nov 14)
Plan App Prof Fees (P3)	Phase 3: Month 34 (Feb 16)
Stat Planning (P3)	Phase 3: Month 34 (Feb 16)
Cil (P3)	Phase 3: Month 34 (Feb 16)
Plan App Prof Fees (P4)	Phase 4: Month 49 (May 17)
Stat Planning (P4)	Phase 4: Month 49 (May 17)
Cil (P4)	Phase 4: Month 49 (May 17)
Plan App Prof Fees (P5)	Phase 5: Month 64 (Aug 18)
Stat Planning (P5)	Phase 5: Month 64 (Aug 18)
Cil (P5)	Phase 5: Month 64 (Aug 18)
Plan App Prof Fees (P6)	Phase 6: Month 79 (Nov 19)
Stat Planning (P6)	Phase 6: Month 79 (Nov 19)
Cil (P6)	Phase 6: Month 79 (Nov 19)
Plan App Prof Fees (P7)	Phase 7: Month 94 (Feb 21)
Stat Planning (P7)	Phase 7: Month 94 (Feb 21)
Cil (P7)	Phase 7: Month 94 (Feb 21)
Plan App Prof Fees (P8)	Phase 8: Month 101 (Sep 21)
Stat Planning (P8)	Phase 8: Month 101 (Sep 21)
Cil (P8)	Phase 8: Month 101 (Sep 21)
Plan App Prof Fees (P9)	Phase 9: Month 107 (Mar 22)
Stat Planning (P9)	Phase 9: Month 107 (Mar 22)
Cil (P9)	Phase 9: Month 107 (Mar 22)
Site Clearance (bld.) (P1)	Phase 1: Month 8 to 19 (Dec 13 - Nov 14)
Site Clearance (bld.) (P2)	Phase 2: Month 23 to 34 (Mar 15 - Feb 16)
Site Clearance (bld.) (P3)	Phase 3: Month 38 to 49 (Jun 16 - May 17)
Site Clearance (bld.) (P4)	Phase 4: Month 53 to 64 (Sep 17 - Aug 18)
Site Clearance (bld.) (P5)	Phase 5: Month 68 to 79 (Dec 18 - Nov 19)
Site Clearance (bld.) (P6)	Phase 6: Month 83 to 94 (Mar 20 - Feb 21)
Site Clearance (bld.) (P7)	Phase 7: Month 98 to 109 (Jun 21 - May 22)
Site Clearance (bld.) (P8)	Phase 8: Month 104 to 115 (Dec 21 - Nov 22)
Site Clearance (bld.) (P9)	Phase 9: Month 110 to 121 (Jun 22 - May 23)
House Build (bld.) (P1)	Phase 1: Month 8 to 19 (Dec 13 - Nov 14)
House Build (bld.) (P2)	Phase 2: Month 23 to 34 (Mar 15 - Feb 16)
House Build (bld.) (P3)	Phase 3: Month 38 to 49 (Jun 16 - May 17)
House Build (bld.) (P4)	Phase 4: Month 53 to 64 (Sep 17 - Aug 18)
House Build (bld.) (P5)	Phase 5: Month 68 to 79 (Dec 18 - Nov 19)
House Build (bld.) (P6)	Phase 6: Month 83 to 94 (Mar 20 - Feb 21)
House Build (bld.) (P7)	Phase 7: Month 98 to 109 (Jun 21 - May 22)
House Build (bld.) (P8)	Phase 8: Month 104 to 115 (Dec 21 - Nov 22)
House Build (bld.) (P9)	Phase 9: Month 110 to 121 (Jun 22 - May 23)
Site Specific S106 (P1)	Phase 1: Month 8 to 19 (Dec 13 - Nov 14)
Site Specific S106 (P2)	Phase 2: Month 23 to 34 (Mar 15 - Feb 16)
Site Specific S106 (P3)	Phase 3: Month 38 to 49 (Jun 16 - May 17)
Site Specific S106 (P4)	Phase 4: Month 53 to 64 (Sep 17 - Aug 18)
Site Specific S106 (P5)	Phase 5: Month 68 to 79 (Dec 18 - Nov 19)
Site Specific S106 (P6)	Phase 6: Month 83 to 94 (Mar 20 - Feb 21)
Site Specific S106 (P7)	Phase 7: Month 98 to 109 (Jun 21 - May 22)
Site Specific S106 (P8)	Phase 8: Month 104 to 115 (Dec 21 - Nov 22)
Site Specific S106 (P9)	Phase 9: Month 110 to 121 (Jun 22 - May 23)
Primary School (P4)	Phase 4: Month 53 to 64 (Sep 17 - Aug 18)
River Windrush Bridge (P2)	Phase 2: Month 23 to 34 (Mar 15 - Feb 16)
Ph1 Roundabouts X3 (P1)	Phase 1: Month 8 to 19 (Dec 13 - Nov 14)
Ph2 Stage 1 Northern Relief (P2)	Phase 2: Month 23 to 34 (Mar 15 - Feb 16)
Ph3 Halley Rd / Stage 2 Relief / Flood (P3)	Phase 3: Month 38 to 49 (Jun 16 - May 17)
Ph4 Stage 2 Relief / Flood (P4)	Phase 4: Month 53 to 64 (Sep 17 - Aug 18)

Ph5 Flood Alleviation (P5)	Phase 5: Month 68 to 79 (Dec 18 - Nov 19)
Marketing	Month 9 to 114 (Jan 14 - Oct 22)
Market Units (sale) (P1)	Phase 1: Month 12 to 23 (Apr 14 - Mar 15)
Affordable Rent Units (sale) (P1)	Phase 1: Month 12 to 23 (Apr 14 - Mar 15)
Intermediate Units (sale) (P1)	Phase 1: Month 12 to 23 (Apr 14 - Mar 15)
Market Units (sale) (P2)	Phase 2: Month 27 to 38 (Jul 15 - Jun 16)
Affordable Rent Units (sale) (P2)	Phase 2: Month 27 to 38 (Jul 15 - Jun 16)
Intermediate Units (sale) (P2)	Phase 2: Month 27 to 38 (Jul 15 - Jun 16)
Market Units (sale) (P3)	Phase 3: Month 42 to 53 (Oct 16 - Sep 17)
Affordable Rent Units (sale) (P3)	Phase 3: Month 42 to 53 (Oct 16 - Sep 17)
Intermediate Units (sale) (P3)	Phase 3: Month 42 to 53 (Oct 16 - Sep 17)
Market Units (sale) (P4)	Phase 4: Month 57 to 68 (Jan 18 - Dec 18)
Affordable Rent Units (sale) (P4)	Phase 4: Month 57 to 68 (Jan 18 - Dec 18)
Intermediate Units (sale) (P4)	Phase 4: Month 57 to 68 (Jan 18 - Dec 18)
Market Units (sale) (P5)	Phase 5: Month 72 to 83 (Apr 19 - Mar 20)
Affordable Rent Units (sale) (P5)	Phase 5: Month 72 to 83 (Apr 19 - Mar 20)
Intermediate (sale) (P5)	Phase 5: Month 72 to 83 (Apr 19 - Mar 20)
Market Units (sale) (P6)	Phase 6: Month 87 to 98 (Jul 20 - Jun 21)
Affordable Rent Units (sale) (P6)	Phase 6: Month 87 to 98 (Jul 20 - Jun 21)
Intermediate Units (sale) (P6)	Phase 6: Month 87 to 98 (Jul 20 - Jun 21)
Market Units (sale) (P7)	Phase 7: Month 100 to 111 (Aug 21 - Jul 22)
Affordable Rent Units (sale) (P7)	Phase 7: Month 100 to 111 (Aug 21 - Jul 22)
Intermediate Units (sale) (P7)	Phase 7: Month 100 to 111 (Aug 21 - Jul 22)
Market Units (sale) (P8)	Phase 8: Month 107 to 118 (Mar 22 - Feb 23)
Affordable Rent Units (sale) (P8)	Phase 8: Month 107 to 118 (Mar 22 - Feb 23)
Intermediate Units (sale) (P8)	Phase 8: Month 107 to 118 (Mar 22 - Feb 23)
Market Units (sale) (P9)	Phase 9: Month 113 to 124 (Sep 22 - Aug 23)
Affordable Rent Units (sale) (P9)	Phase 9: Month 113 to 124 (Sep 22 - Aug 23)
Intermediate Units (sale) (P9)	Phase 9: Month 113 to 124 (Sep 22 - Aug 23)

PROFIT	44,765,645	COSTS	218,534,407
PROFIT/SALE	17.00%	PROFIT/COST	20.48%
IRR	N/A	RoE as PROFIT	51.54%

141218 v3-1a
 CIL Scenario A - draft

150127 v3.2A
 CIL Scenario - including WODC instructions

REVENUE

File: 150127 Nwitney V3-2b

Market Units (P1)		14,372,505
Affordable Rent Units (P1)		2,623,352
Intermediate Units (P1)		1,435,140
Market Units (P2)		22,585,365
Affordable Rent Units (P2)		4,122,410
Intermediate Units (P2)		2,255,220
Market Units (P3)		24,638,580
Affordable Rent Units (P3)		4,497,174
Intermediate Units (P3)		2,460,240
Market Units (P4)		24,638,580
Affordable Rent Units (P4)		4,497,174
Intermediate Units (P4)		2,460,240
Market Units (P5)		28,745,010
Affordable Rent Units (P5)		5,246,703
Intermediate (P5)		2,870,380
Market Units (P6)		28,745,010
Affordable Rent Units (P6)		5,246,703
Intermediate Units (P6)		2,870,280
Market Units (P7)		24,638,580
Affordable Rent Units (P7)		4,497,174
Intermediate Units (P7)		2,460,240
Market Units (P8)		22,585,365
Affordable Rent Units (P8)		4,122,410
Intermediate Units (P8)		2,255,220
Market Units (P9)		14,372,505
Affordable Rent Units (P9)		2,623,352
Intermediate Units (P9)		1,435,140
	REVENUE	263,300,052

COSTS

Site Value		12,192,000
Site Stamp Duty	at 5.00%	609,600
Site Legal Fees	at 0.50%	60,960
Site Agency Fees	at 1.00%	121,920
	Site Costs	12,984,480
Plan App Prof Fees (P1)		75,000
Stat Planning (P1)		25,000
Plan App Prof Fees (P2)		75,000
Stat Planning (P2)		25,000
Plan App Prof Fees (P3)		75,000
Stat Planning (P3)		25,000
Plan App Prof Fees (P4)		75,000
Stat Planning (P4)		25,000
Plan App Prof Fees (P5)		75,000
Stat Planning (P5)		25,000
Plan App Prof Fees (P6)		75,000
Stat Planning (P6)		25,000
Plan App Prof Fees (P7)		75,000
Stat Planning (P7)		25,000
Plan App Prof Fees (P8)		75,000
Stat Planning (P8)		25,000
Plan App Prof Fees (P9)		75,000
Stat Planning (P9)		25,000
	Initial Payments	900,000
Site Clearance (P1)	5.80 acres at 10,000.00 ea.	58,000
Site Clearance (P2)	9.10 acres at 10,000.00 ea.	91,000

Site Clearance (P3)	9.90 acres at 10,000.00 ea.	99,000	
Site Clearance (P4)	9.90 acres at 10,000.00 ea.	99,000	
Site Clearance (P5)	11.60 acres at 10,000.00 ea.	116,000	
Site Clearance (P6)	11.60 acres at 10,000.00 ea.	116,000	
Site Clearance (P7)	9.90 acres at 10,000.00 ea.	99,000	
Site Clearance (P8)	9.10 acres at 10,000.00 ea.	91,000	
Site Clearance (P9)	5.80 acres at 10,000.00 ea.	58,000	
House Build (P1)	6,588.00 sq-m at 1,084.00 psm	7,141,392	
House Build (P2)	10,353.00 sq-m at 1,084.00 psm	11,222,652	
House Build (P3)	11,294.00 sq-m at 1,084.00 psm	12,242,696	
House Build (P4)	11,294.00 sq-m at 1,084.00 psm	12,242,696	
House Build (P5)	13,177.00 sq-m at 1,084.00 psm	14,283,868	
House Build (P6)	13,177.00 sq-m at 1,084.00 psm	14,283,868	
House Build (P7)	11,294.00 sq-m at 1,084.00 psm	12,242,696	
House Build (P8)	10,353.00 sq-m at 1,084.00 psm	11,222,652	
House Build (P9)	6,588.00 sq-m at 1,084.00 psm	7,141,392	
Site Specific S106 (P1)	-E	1,149,519	
Site Specific S106 (P2)	-E	1,806,387	
Site Specific S106 (P3)	-E	1,970,604	
Site Specific S106 (P4)	-E	1,970,604	
Site Specific S106 (P5)	-E	2,299,038	
Site Specific S106 (P6)	-E	2,299,038	
Site Specific S106 (P7)	-E	1,970,604	
Site Specific S106 (P8)	-E	1,806,387	
Site Specific S106 (P9)	-E	1,149,519	
Primary School (P4)	-E	7,000,000	
River Windrush Bridge (P2)	-E	18,000,000	
Ph1 Roundabouts X3 (P1)	-E	3,000,000	
Ph2 Stage 1 Northern Relief (P2)	-E	1,000,000	
Ph3 Halley Rd / Stage 2 Relief / Flood (P3)	-E	4,500,000	
Ph4 Stage 2 Relief / Flood (P4)	-E	3,500,000	
Ph5 Flood Alleviation (P5)	-E	1,000,000	
External Works Allowance	at 15.00%	15,427,637	
Contingency	at 5.00%	5,142,546	
Professional Fees	at 9.00%	9,256,582	
Finance Fee	at 1.00%	1,028,509	
	(Build Costs labelled -E do not attract Contingency/Fees)	Build Costs	188,127,886
Direct Sale Agents Fee	at 1.00%	2,633,001	
Direct Sale Legal Fees	at 0.50%	1,316,500	
		Disposal Fees	3,949,501
Marketing		11,294,168	
		End Payments	11,294,168
EQUITY FINANCE	86,902,414 / 40.00% of Net Cost Side by Side method		
INTEREST	(See CASHFLOW)		1,290,933
7.00% pa	on Debt charged Quarterly and compounded Quarterly		
Site Costs	Month 1 (May 13)		
Plan App Prof Fees (P1)	Phase 1: Month 4 (Aug 13)		
Stat Planning (P1)	Phase 1: Month 4 (Aug 13)		
Plan App Prof Fees (P2)	Phase 2: Month 19 (Nov 14)		
Stat Planning (P2)	Phase 2: Month 19 (Nov 14)		
Plan App Prof Fees (P3)	Phase 3: Month 34 (Feb 16)		
Stat Planning (P3)	Phase 3: Month 34 (Feb 16)		
Plan App Prof Fees (P4)	Phase 4: Month 49 (May 17)		
Stat Planning (P4)	Phase 4: Month 49 (May 17)		
Plan App Prof Fees (P5)	Phase 5: Month 64 (Aug 18)		

Stat Planning (P5)	Phase 5: Month 64 (Aug 18)
Plan App Prof Fees (P6)	Phase 6: Month 79 (Nov 19)
Stat Planning (P6)	Phase 6: Month 79 (Nov 19)
Plan App Prof Fees (P7)	Phase 7: Month 94 (Feb 21)
Stat Planning (P7)	Phase 7: Month 94 (Feb 21)
Plan App Prof Fees (P8)	Phase 8: Month 101 (Sep 21)
Stat Planning (P8)	Phase 8: Month 101 (Sep 21)
Plan App Prof Fees (P9)	Phase 9: Month 107 (Mar 22)
Stat Planning (P9)	Phase 9: Month 107 (Mar 22)
Site Clearance (bld.) (P1)	Phase 1: Month 8 to 19 (Dec 13 - Nov 14)
Site Clearance (bld.) (P2)	Phase 2: Month 23 to 34 (Mar 15 - Feb 16)
Site Clearance (bld.) (P3)	Phase 3: Month 38 to 49 (Jun 16 - May 17)
Site Clearance (bld.) (P4)	Phase 4: Month 53 to 64 (Sep 17 - Aug 18)
Site Clearance (bld.) (P5)	Phase 5: Month 68 to 79 (Dec 18 - Nov 19)
Site Clearance (bld.) (P6)	Phase 6: Month 83 to 94 (Mar 20 - Feb 21)
Site Clearance (bld.) (P7)	Phase 7: Month 98 to 109 (Jun 21 - May 22)
Site Clearance (bld.) (P8)	Phase 8: Month 104 to 115 (Dec 21 - Nov 22)
Site Clearance (bld.) (P9)	Phase 9: Month 110 to 121 (Jun 22 - May 23)
House Build (bld.) (P1)	Phase 1: Month 8 to 19 (Dec 13 - Nov 14)
House Build (bld.) (P2)	Phase 2: Month 23 to 34 (Mar 15 - Feb 16)
House Build (bld.) (P3)	Phase 3: Month 38 to 49 (Jun 16 - May 17)
House Build (bld.) (P4)	Phase 4: Month 53 to 64 (Sep 17 - Aug 18)
House Build (bld.) (P5)	Phase 5: Month 68 to 79 (Dec 18 - Nov 19)
House Build (bld.) (P6)	Phase 6: Month 83 to 94 (Mar 20 - Feb 21)
House Build (bld.) (P7)	Phase 7: Month 98 to 109 (Jun 21 - May 22)
House Build (bld.) (P8)	Phase 8: Month 104 to 115 (Dec 21 - Nov 22)
House Build (bld.) (P9)	Phase 9: Month 110 to 121 (Jun 22 - May 23)
Site Specific S106 (P1)	Phase 1: Month 8 to 19 (Dec 13 - Nov 14)
Site Specific S106 (P2)	Phase 2: Month 23 to 34 (Mar 15 - Feb 16)
Site Specific S106 (P3)	Phase 3: Month 38 to 49 (Jun 16 - May 17)
Site Specific S106 (P4)	Phase 4: Month 53 to 64 (Sep 17 - Aug 18)
Site Specific S106 (P5)	Phase 5: Month 68 to 79 (Dec 18 - Nov 19)
Site Specific S106 (P6)	Phase 6: Month 83 to 94 (Mar 20 - Feb 21)
Site Specific S106 (P7)	Phase 7: Month 98 to 109 (Jun 21 - May 22)
Site Specific S106 (P8)	Phase 8: Month 104 to 115 (Dec 21 - Nov 22)
Site Specific S106 (P9)	Phase 9: Month 110 to 121 (Jun 22 - May 23)
Primary School (P4)	Phase 4: Month 53 to 64 (Sep 17 - Aug 18)
River Windrush Bridge (P2)	Phase 2: Month 23 to 34 (Mar 15 - Feb 16)
Ph1 Roundabouts X3 (P1)	Phase 1: Month 8 to 19 (Dec 13 - Nov 14)
Ph2 Stage 1 Northern Relief (P2)	Phase 2: Month 23 to 34 (Mar 15 - Feb 16)
Ph3 Halley Rd / Stage 2 Relief / Flood (P3)	Phase 3: Month 38 to 49 (Jun 16 - May 17)
Ph4 Stage 2 Relief / Flood (P4)	Phase 4: Month 53 to 64 (Sep 17 - Aug 18)
Ph5 Flood Alleviation (P5)	Phase 5: Month 68 to 79 (Dec 18 - Nov 19)
Marketing	Month 9 to 114 (Jan 14 - Oct 22)
Market Units (sale) (P1)	Phase 1: Month 12 to 23 (Apr 14 - Mar 15)
Affordable Rent Units (sale) (P1)	Phase 1: Month 12 to 23 (Apr 14 - Mar 15)
Intermediate Units (sale) (P1)	Phase 1: Month 12 to 23 (Apr 14 - Mar 15)
Market Units (sale) (P2)	Phase 2: Month 27 to 38 (Jul 15 - Jun 16)
Affordable Rent Units (sale) (P2)	Phase 2: Month 27 to 38 (Jul 15 - Jun 16)
Intermediate Units (sale) (P2)	Phase 2: Month 27 to 38 (Jul 15 - Jun 16)
Market Units (sale) (P3)	Phase 3: Month 42 to 53 (Oct 16 - Sep 17)
Affordable Rent Units (sale) (P3)	Phase 3: Month 42 to 53 (Oct 16 - Sep 17)
Intermediate Units (sale) (P3)	Phase 3: Month 42 to 53 (Oct 16 - Sep 17)
Market Units (sale) (P4)	Phase 4: Month 57 to 68 (Jan 18 - Dec 18)
Affordable Rent Units (sale) (P4)	Phase 4: Month 57 to 68 (Jan 18 - Dec 18)
Intermediate Units (sale) (P4)	Phase 4: Month 57 to 68 (Jan 18 - Dec 18)
Market Units (sale) (P5)	Phase 5: Month 72 to 83 (Apr 19 - Mar 20)
Affordable Rent Units (sale) (P5)	Phase 5: Month 72 to 83 (Apr 19 - Mar 20)
Intermediate (sale) (P5)	Phase 5: Month 72 to 83 (Apr 19 - Mar 20)
Market Units (sale) (P6)	Phase 6: Month 87 to 98 (Jul 20 - Jun 21)

Affordable Rent Units (sale) (P6)	Phase 6: Month 87 to 98 (Jul 20 - Jun 21)
Intermediate Units (sale) (P6)	Phase 6: Month 87 to 98 (Jul 20 - Jun 21)
Market Units (sale) (P7)	Phase 7: Month 100 to 111 (Aug 21 - Jul 22)
Affordable Rent Units (sale) (P7)	Phase 7: Month 100 to 111 (Aug 21 - Jul 22)
Intermediate Units (sale) (P7)	Phase 7: Month 100 to 111 (Aug 21 - Jul 22)
Market Units (sale) (P8)	Phase 8: Month 107 to 118 (Mar 22 - Feb 23)
Affordable Rent Units (sale) (P8)	Phase 8: Month 107 to 118 (Mar 22 - Feb 23)
Intermediate Units (sale) (P8)	Phase 8: Month 107 to 118 (Mar 22 - Feb 23)
Market Units (sale) (P9)	Phase 9: Month 113 to 124 (Sep 22 - Aug 23)
Affordable Rent Units (sale) (P9)	Phase 9: Month 113 to 124 (Sep 22 - Aug 23)
Intermediate Units (sale) (P9)	Phase 9: Month 113 to 124 (Sep 22 - Aug 23)

PROFIT	44,753,085	COSTS	218,546,967
PROFIT/SALE	17.00%	PROFIT/COST	20.48%
IRR	N/A	RoE as PROFIT	51.50%

141218 v3-1a
 CIL Scenario A - draft

150127 v3.2A
 CIL Scenario - including WODC instructions

150127 v3.2b
 S106 scenario - copied and updated from v3.2a above

REVENUE

File: 150127 Cnorton V3-2a

Market Units (P1)		10,266,075
Affordable Rent Units (P1)		1,873,823
Intermediate Units (P1)		1,025,100
Market Units (P2)		15,399,113
Affordable Rent Units (P2)		2,810,734
Intermediate Units (P2)		1,537,650
Market Units (P3)		15,399,113
Affordable Rent Units (P3)		2,810,734
Intermediate Units (P3)		1,537,650
Market Units (P4)		15,399,113
Affordable Rent Units (P4)		2,810,734
Intermediate Units (P4)		1,537,650
Market Units (P5)		15,399,113
Affordable Rent Units (P5)		2,810,734
Intermediate (P5)		1,537,650
Market Units (P6)		15,399,113
Affordable Rent Units (P6)		2,810,734
Intermediate Units (P6)		1,537,650
Market Units (P7)		15,399,113
Affordable Rent Units (P7)		2,810,734
Intermediate Units (P7)		1,537,650
	REVENUE	131,649,980

COSTS

Site Value		17,344,000	
Site Stamp Duty	at 5.00%	867,200	
Site Legal Fees	at 0.50%	86,720	
Site Agency Fees	at 1.00%	173,440	
		Site Costs	18,471,360
Plan App Prof Fees (P1)		75,000	
Stat Planning (P1)		25,000	
Cil (P1)		294,716	
Plan App Prof Fees (P2)		75,000	
Stat Planning (P2)		25,000	
Cil (P2)		442,074	
Plan App Prof Fees (P3)		75,000	
Stat Planning (P3)		25,000	
Cil (P3)		442,074	
Plan App Prof Fees (P4)		75,000	
Stat Planning (P4)		25,000	
Cil (P4)		442,074	
Plan App Prof Fees (P5)		75,000	
Stat Planning (P5)		25,000	
Cil (P5)		442,074	
Plan App Prof Fees (P6)		75,000	
Stat Planning (P6)		25,000	
Cil (P6)		442,074	
Plan App Prof Fees (P7)		75,000	
Stat Planning (P7)		25,000	
Cil (P7)		442,074	
		Initial Payments	3,647,160
Site Clearance (P1)	4.10 acres at 10,000.00 ea.	41,000	
Site Clearance (P2)	6.20 acres at 10,000.00 ea.	62,000	
Site Clearance (P3)	6.20 acres at 10,000.00 ea.	62,000	
Site Clearance (P4)	6.20 acres at 10,000.00 ea.	62,000	
Site Clearance (P5)	6.20 acres at 10,000.00 ea.	62,000	

Site Clearance (P6)	6.20 acres at 10,000.00 ea.	62,000	
Site Clearance (P7)	6.20 acres at 10,000.00 ea.	62,000	
House Build (P1)	4,706.00 sq-m at 1,084.00 psm	5,101,304	
House Build (P2)	7,059.00 sq-m at 1,084.00 psm	7,651,956	
House Build (P3)	7,059.00 sq-m at 1,084.00 psm	7,651,956	
House Build (P4)	7,059.00 sq-m at 1,084.00 psm	7,651,956	
House Build (P5)	7,059.00 sq-m at 1,084.00 psm	7,651,956	
House Build (P6)	7,059.00 sq-m at 1,084.00 psm	7,651,956	
House Build (P7)	7,059.00 sq-m at 1,084.00 psm	7,651,956	
Site Specific S106 (P1)	-E	502,500	
Site Specific S106 (P2)	-E	753,750	
Site Specific S106 (P3)	-E	753,750	
Site Specific S106 (P4)	-E	753,750	
Site Specific S106 (P5)	-E	753,750	
Site Specific S106 (P6)	-E	753,750	
Site Specific S106 (P7)	-E	753,750	
Primary School (P3)	-E	7,000,000	
External Works Allowance	at 15.00%	7,713,906	
Contingency	at 5.00%	2,571,302	
Professional Fees	at 9.00%	4,628,344	
Finance Fee	at 1.00%	514,260	
	(Build Costs labelled -E do not attract Contingency/Fees)	Build Costs	78,878,852
Direct Sale Agents Fee	at 1.00%	1,316,500	
Direct Sale Legal Fees	at 0.50%	658,250	
		Disposal Fees	1,974,750
Marketing		4,665,701	
		End Payments	4,665,701
EQUITY FINANCE	43,055,129 / 40.00% of Net Cost		
	Side by Side method		
INTEREST	(See CASHFLOW)		1,635,563
7.00% pa	on Debt charged Quarterly and compounded Quarterly		
Site Costs	Month 1 (May 13)		
Plan App Prof Fees (P1)	Phase 1: Month 4 (Aug 13)		
Stat Planning (P1)	Phase 1: Month 4 (Aug 13)		
Cil (P1)	Phase 1: Month 4 (Aug 13)		
Plan App Prof Fees (P2)	Phase 2: Month 19 (Nov 14)		
Stat Planning (P2)	Phase 2: Month 19 (Nov 14)		
Cil (P2)	Phase 2: Month 19 (Nov 14)		
Plan App Prof Fees (P3)	Phase 3: Month 34 (Feb 16)		
Stat Planning (P3)	Phase 3: Month 34 (Feb 16)		
Cil (P3)	Phase 3: Month 34 (Feb 16)		
Plan App Prof Fees (P4)	Phase 4: Month 49 (May 17)		
Stat Planning (P4)	Phase 4: Month 49 (May 17)		
Cil (P4)	Phase 4: Month 49 (May 17)		
Plan App Prof Fees (P5)	Phase 5: Month 64 (Aug 18)		
Stat Planning (P5)	Phase 5: Month 64 (Aug 18)		
Cil (P5)	Phase 5: Month 64 (Aug 18)		
Plan App Prof Fees (P6)	Phase 6: Month 79 (Nov 19)		
Stat Planning (P6)	Phase 6: Month 79 (Nov 19)		
Cil (P6)	Phase 6: Month 79 (Nov 19)		
Plan App Prof Fees (P7)	Phase 7: Month 94 (Feb 21)		
Stat Planning (P7)	Phase 7: Month 94 (Feb 21)		
Cil (P7)	Phase 7: Month 94 (Feb 21)		
Site Clearance (bld.) (P1)	Phase 1: Month 8 to 19 (Dec 13 - Nov 14)		
Site Clearance (bld.) (P2)	Phase 2: Month 23 to 34 (Mar 15 - Feb 16)		
Site Clearance (bld.) (P3)	Phase 3: Month 38 to 49 (Jun 16 - May 17)		

Site Clearance (bld.) (P4)	Phase 4: Month 53 to 64 (Sep 17 - Aug 18)
Site Clearance (bld.) (P5)	Phase 5: Month 68 to 79 (Dec 18 - Nov 19)
Site Clearance (bld.) (P6)	Phase 6: Month 83 to 94 (Mar 20 - Feb 21)
Site Clearance (bld.) (P7)	Phase 7: Month 98 to 109 (Jun 21 - May 22)
House Build (bld.) (P1)	Phase 1: Month 8 to 19 (Dec 13 - Nov 14)
House Build (bld.) (P2)	Phase 2: Month 23 to 34 (Mar 15 - Feb 16)
House Build (bld.) (P3)	Phase 3: Month 38 to 49 (Jun 16 - May 17)
House Build (bld.) (P4)	Phase 4: Month 53 to 64 (Sep 17 - Aug 18)
House Build (bld.) (P5)	Phase 5: Month 68 to 79 (Dec 18 - Nov 19)
House Build (bld.) (P6)	Phase 6: Month 83 to 94 (Mar 20 - Feb 21)
House Build (bld.) (P7)	Phase 7: Month 98 to 109 (Jun 21 - May 22)
Site Specific S106 (P1)	Phase 1: Month 8 to 19 (Dec 13 - Nov 14)
Site Specific S106 (P2)	Phase 2: Month 23 to 34 (Mar 15 - Feb 16)
Site Specific S106 (P3)	Phase 3: Month 38 to 49 (Jun 16 - May 17)
Site Specific S106 (P4)	Phase 4: Month 53 to 64 (Sep 17 - Aug 18)
Site Specific S106 (P5)	Phase 5: Month 68 to 79 (Dec 18 - Nov 19)
Site Specific S106 (P6)	Phase 6: Month 83 to 94 (Mar 20 - Feb 21)
Site Specific S106 (P7)	Phase 7: Month 98 to 109 (Jun 21 - May 22)
Primary School (P3)	Phase 3: Month 38 to 49 (Jun 16 - May 17)
Marketing	Month 9 to 114 (Jan 14 - Oct 22)
Market Units (sale) (P1)	Phase 1: Month 12 to 23 (Apr 14 - Mar 15)
Affordable Rent Units (sale) (P1)	Phase 1: Month 12 to 23 (Apr 14 - Mar 15)
Intermediate Units (sale) (P1)	Phase 1: Month 12 to 23 (Apr 14 - Mar 15)
Market Units (sale) (P2)	Phase 2: Month 27 to 38 (Jul 15 - Jun 16)
Affordable Rent Units (sale) (P2)	Phase 2: Month 27 to 38 (Jul 15 - Jun 16)
Intermediate Units (sale) (P2)	Phase 2: Month 27 to 38 (Jul 15 - Jun 16)
Market Units (sale) (P3)	Phase 3: Month 42 to 53 (Oct 16 - Sep 17)
Affordable Rent Units (sale) (P3)	Phase 3: Month 42 to 53 (Oct 16 - Sep 17)
Intermediate Units (sale) (P3)	Phase 3: Month 42 to 53 (Oct 16 - Sep 17)
Market Units (sale) (P4)	Phase 4: Month 57 to 68 (Jan 18 - Dec 18)
Affordable Rent Units (sale) (P4)	Phase 4: Month 57 to 68 (Jan 18 - Dec 18)
Intermediate Units (sale) (P4)	Phase 4: Month 57 to 68 (Jan 18 - Dec 18)
Market Units (sale) (P5)	Phase 5: Month 72 to 83 (Apr 19 - Mar 20)
Affordable Rent Units (sale) (P5)	Phase 5: Month 72 to 83 (Apr 19 - Mar 20)
Intermediate (sale) (P5)	Phase 5: Month 72 to 83 (Apr 19 - Mar 20)
Market Units (sale) (P6)	Phase 6: Month 87 to 98 (Jul 20 - Jun 21)
Affordable Rent Units (sale) (P6)	Phase 6: Month 87 to 98 (Jul 20 - Jun 21)
Intermediate Units (sale) (P6)	Phase 6: Month 87 to 98 (Jul 20 - Jun 21)
Market Units (sale) (P7)	Phase 7: Month 100 to 111 (Aug 21 - Jul 22)
Affordable Rent Units (sale) (P7)	Phase 7: Month 100 to 111 (Aug 21 - Jul 22)
Intermediate Units (sale) (P7)	Phase 7: Month 100 to 111 (Aug 21 - Jul 22)

PROFIT	22,376,595	COSTS	109,273,385
PROFIT/SALE	17.00%	PROFIT/COST	20.48%
IRR	N/A	RoE as PROFIT	51.97%

130515 v1-1
 initial draft for discussion
 based on assumptions 130514 v1

130730 v2-1
 based on assumptions 130730 v2.1

130801 v2-2
 includes 'residual' S106/S278s to be consistent with typologies

141218 v3-1a
 CIL Scenario A - draft update

150127 v3.2A
 CIL Scenario A - updated with instructions from WODC

REVENUE

File: 150127 Cnorton V3-2b

Market Units (P1)		10,266,075
Affordable Rent Units (P1)		1,873,823
Intermediate Units (P1)		1,025,100
Market Units (P2)		15,399,113
Affordable Rent Units (P2)		2,810,734
Intermediate Units (P2)		1,537,650
Market Units (P3)		15,399,113
Affordable Rent Units (P3)		2,810,734
Intermediate Units (P3)		1,537,650
Market Units (P4)		15,399,113
Affordable Rent Units (P4)		2,810,734
Intermediate Units (P4)		1,537,650
Market Units (P5)		15,399,113
Affordable Rent Units (P5)		2,810,734
Intermediate (P5)		1,537,650
Market Units (P6)		15,399,113
Affordable Rent Units (P6)		2,810,734
Intermediate Units (P6)		1,537,650
Market Units (P7)		15,399,113
Affordable Rent Units (P7)		2,810,734
Intermediate Units (P7)		1,537,650
	REVENUE	131,649,980

COSTS

Site Value		17,160,000	
Site Stamp Duty	at 5.00%	858,000	
Site Legal Fees	at 0.50%	85,800	
Site Agency Fees	at 1.00%	171,600	
		Site Costs	18,275,400
Plan App Prof Fees (P1)		75,000	
Stat Planning (P1)		25,000	
Plan App Prof Fees (P2)		75,000	
Stat Planning (P2)		25,000	
Plan App Prof Fees (P3)		75,000	
Stat Planning (P3)		25,000	
Plan App Prof Fees (P4)		75,000	
Stat Planning (P4)		25,000	
Plan App Prof Fees (P5)		75,000	
Stat Planning (P5)		25,000	
Plan App Prof Fees (P6)		75,000	
Stat Planning (P6)		25,000	
Plan App Prof Fees (P7)		75,000	
Stat Planning (P7)		25,000	
		Initial Payments	700,000
Site Clearance (P1)	4.10 acres at 10,000.00 ea.	41,000	
Site Clearance (P2)	6.20 acres at 10,000.00 ea.	62,000	
Site Clearance (P3)	6.20 acres at 10,000.00 ea.	62,000	
Site Clearance (P4)	6.20 acres at 10,000.00 ea.	62,000	
Site Clearance (P5)	6.20 acres at 10,000.00 ea.	62,000	
Site Clearance (P6)	6.20 acres at 10,000.00 ea.	62,000	
Site Clearance (P7)	6.20 acres at 10,000.00 ea.	62,000	
House Build (P1)	4,706.00 sq-m at 1,084.00 psm	5,101,304	
House Build (P2)	7,059.00 sq-m at 1,084.00 psm	7,651,956	
House Build (P3)	7,059.00 sq-m at 1,084.00 psm	7,651,956	
House Build (P4)	7,059.00 sq-m at 1,084.00 psm	7,651,956	
House Build (P5)	7,059.00 sq-m at 1,084.00 psm	7,651,956	

House Build (P6)	7,059.00 sq-m at 1,084.00 psm	7,651,956	
House Build (P7)	7,059.00 sq-m at 1,084.00 psm	7,651,956	
Site Specific S106 (P1)	-E	821,085	
Site Specific S106 (P2)	-E	1,231,628	
Site Specific S106 (P3)	-E	1,231,628	
Site Specific S106 (P4)	-E	1,231,628	
Site Specific S106 (P5)	-E	1,231,628	
Site Specific S106 (P6)	-E	1,231,628	
Site Specific S106 (P7)	-E	1,231,628	
Primary School (P3)	-E	7,000,000	
External Works Allowance	at 15.00%	7,713,906	
Contingency	at 5.00%	2,571,302	
Professional Fees	at 9.00%	4,628,344	
Finance Fee	at 1.00%	514,260	
	(Build Costs labelled -E do not attract Contingency/Fees)	Build Costs	82,064,705
Direct Sale Agents Fee	at 1.00%	1,316,500	
Direct Sale Legal Fees	at 0.50%	658,250	
		Disposal Fees	1,974,750
Marketing		4,665,701	
		End Payments	4,665,701
EQUITY FINANCE	43,072,222 / 40.00% of Net Cost		
	Side by Side method		
INTEREST	(See CASHFLOW)		1,587,624
7.00% pa	on Debt charged Quarterly and compounded Quarterly		
Site Costs	Month 1 (May 13)		
Plan App Prof Fees (P1)	Phase 1: Month 4 (Aug 13)		
Stat Planning (P1)	Phase 1: Month 4 (Aug 13)		
Plan App Prof Fees (P2)	Phase 2: Month 19 (Nov 14)		
Stat Planning (P2)	Phase 2: Month 19 (Nov 14)		
Plan App Prof Fees (P3)	Phase 3: Month 34 (Feb 16)		
Stat Planning (P3)	Phase 3: Month 34 (Feb 16)		
Plan App Prof Fees (P4)	Phase 4: Month 49 (May 17)		
Stat Planning (P4)	Phase 4: Month 49 (May 17)		
Plan App Prof Fees (P5)	Phase 5: Month 64 (Aug 18)		
Stat Planning (P5)	Phase 5: Month 64 (Aug 18)		
Plan App Prof Fees (P6)	Phase 6: Month 79 (Nov 19)		
Stat Planning (P6)	Phase 6: Month 79 (Nov 19)		
Plan App Prof Fees (P7)	Phase 7: Month 94 (Feb 21)		
Stat Planning (P7)	Phase 7: Month 94 (Feb 21)		
Site Clearance (bld.) (P1)	Phase 1: Month 8 to 19 (Dec 13 - Nov 14)		
Site Clearance (bld.) (P2)	Phase 2: Month 23 to 34 (Mar 15 - Feb 16)		
Site Clearance (bld.) (P3)	Phase 3: Month 38 to 49 (Jun 16 - May 17)		
Site Clearance (bld.) (P4)	Phase 4: Month 53 to 64 (Sep 17 - Aug 18)		
Site Clearance (bld.) (P5)	Phase 5: Month 68 to 79 (Dec 18 - Nov 19)		
Site Clearance (bld.) (P6)	Phase 6: Month 83 to 94 (Mar 20 - Feb 21)		
Site Clearance (bld.) (P7)	Phase 7: Month 98 to 109 (Jun 21 - May 22)		
House Build (bld.) (P1)	Phase 1: Month 8 to 19 (Dec 13 - Nov 14)		
House Build (bld.) (P2)	Phase 2: Month 23 to 34 (Mar 15 - Feb 16)		
House Build (bld.) (P3)	Phase 3: Month 38 to 49 (Jun 16 - May 17)		
House Build (bld.) (P4)	Phase 4: Month 53 to 64 (Sep 17 - Aug 18)		
House Build (bld.) (P5)	Phase 5: Month 68 to 79 (Dec 18 - Nov 19)		
House Build (bld.) (P6)	Phase 6: Month 83 to 94 (Mar 20 - Feb 21)		
House Build (bld.) (P7)	Phase 7: Month 98 to 109 (Jun 21 - May 22)		
Site Specific S106 (P1)	Phase 1: Month 8 to 19 (Dec 13 - Nov 14)		
Site Specific S106 (P2)	Phase 2: Month 23 to 34 (Mar 15 - Feb 16)		
Site Specific S106 (P3)	Phase 3: Month 38 to 49 (Jun 16 - May 17)		

Site Specific S106 (P4)	Phase 4: Month 53 to 64 (Sep 17 - Aug 18)
Site Specific S106 (P5)	Phase 5: Month 68 to 79 (Dec 18 - Nov 19)
Site Specific S106 (P6)	Phase 6: Month 83 to 94 (Mar 20 - Feb 21)
Site Specific S106 (P7)	Phase 7: Month 98 to 109 (Jun 21 - May 22)
Primary School (P3)	Phase 3: Month 38 to 49 (Jun 16 - May 17)
Marketing	Month 9 to 114 (Jan 14 - Oct 22)
Market Units (sale) (P1)	Phase 1: Month 12 to 23 (Apr 14 - Mar 15)
Affordable Rent Units (sale) (P1)	Phase 1: Month 12 to 23 (Apr 14 - Mar 15)
Intermediate Units (sale) (P1)	Phase 1: Month 12 to 23 (Apr 14 - Mar 15)
Market Units (sale) (P2)	Phase 2: Month 27 to 38 (Jul 15 - Jun 16)
Affordable Rent Units (sale) (P2)	Phase 2: Month 27 to 38 (Jul 15 - Jun 16)
Intermediate Units (sale) (P2)	Phase 2: Month 27 to 38 (Jul 15 - Jun 16)
Market Units (sale) (P3)	Phase 3: Month 42 to 53 (Oct 16 - Sep 17)
Affordable Rent Units (sale) (P3)	Phase 3: Month 42 to 53 (Oct 16 - Sep 17)
Intermediate Units (sale) (P3)	Phase 3: Month 42 to 53 (Oct 16 - Sep 17)
Market Units (sale) (P4)	Phase 4: Month 57 to 68 (Jan 18 - Dec 18)
Affordable Rent Units (sale) (P4)	Phase 4: Month 57 to 68 (Jan 18 - Dec 18)
Intermediate Units (sale) (P4)	Phase 4: Month 57 to 68 (Jan 18 - Dec 18)
Market Units (sale) (P5)	Phase 5: Month 72 to 83 (Apr 19 - Mar 20)
Affordable Rent Units (sale) (P5)	Phase 5: Month 72 to 83 (Apr 19 - Mar 20)
Intermediate (sale) (P5)	Phase 5: Month 72 to 83 (Apr 19 - Mar 20)
Market Units (sale) (P6)	Phase 6: Month 87 to 98 (Jul 20 - Jun 21)
Affordable Rent Units (sale) (P6)	Phase 6: Month 87 to 98 (Jul 20 - Jun 21)
Intermediate Units (sale) (P6)	Phase 6: Month 87 to 98 (Jul 20 - Jun 21)
Market Units (sale) (P7)	Phase 7: Month 100 to 111 (Aug 21 - Jul 22)
Affordable Rent Units (sale) (P7)	Phase 7: Month 100 to 111 (Aug 21 - Jul 22)
Intermediate Units (sale) (P7)	Phase 7: Month 100 to 111 (Aug 21 - Jul 22)

PROFIT	22,381,801	COSTS	109,268,179
PROFIT/SALE	17.00%	PROFIT/COST	20.48%
IRR	N/A	RoE as PROFIT	51.96%

130515 v1-1
 initial draft for discussion
 based on assumptions 130514 v1

130730 v2-1
 based on assumptions 130730 v2.1

130801 v2-2
 includes 'residual' S106/S278s to be consistent with typologies

141218 v3-1a
 CIL Scenario A - draft update

150127 v3.2A
 CIL Scenario A - updated with instructions from WODC

150127 v3.2B
 S106 scenario - copied from v3.2B and updated