SOUTH
KESTEVEN
DISTRICT
COUNCIL

Whole Plan Viability Assessment

January 2024

Planning &
Development

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1. Introduction

Scope

1.1 The South Kesteven Local Plan (2011-2036) was adopted in January 2020. Policy M1 of the Local Plan requires the Council to undertake an early review of the Plan. HDH Planning & Development Ltd has been appointed to update the Council's viability evidence and produce this Whole Plan Viability Assessment as required by the National Planning Policy Framework (NPPF) and the Planning Practice Guidance (PPG).

1.2 As part of its preparation, the new Local Plan needs to be tested to ensure the planned development is deliverable in line with tests set out in the National Planning Policy Framework (NPPF) and National Planning Practice Guidance (PPG). This includes:

- assessing the cumulative impact of the emerging policies, including affordable housing.
- testing the deliverability of the development sites to consider their deliverability.
- considering the ability of development to accommodate developer contributions alongside other policy requirements.

1.3 This viability work is being undertaken to inform the development of policy and explore the impact on the economics of development, of the options that are under consideration. This document sets out the methodology used, and the key assumptions adopted. It contains an assessment of the effect of the various policy options, in the context of national policies and requirements, in relation to the planned development. This will allow the Council to further develop the emerging Local Plan, engage with stakeholders, and to ensure that the new Plan is effective.

1.4 A technical consultation was conducted in July 2023. Representatives of the main developers, development site landowners, their agents, planning agents and consultants working in the area and housing associations were invited to comment on an early draft of this report. The report was paused following the consultation, to allow the Council to progress other areas of the Plan, and is now being completed in early 2024.

1.5 As this report was being completed, the Government published the December 2023 NPPF. This updated NPPF does make some significant changes to the planning system, however, does not change the place of viability testing in the plan-making process. The methodology used in this report is consistent with the updated NPPF, the CIL Regulations (as amended) and the updated PPG.

1.6 The *Levelling-up and Regeneration Act* became law in late October 2023. The Act will have a significant impact on the overall plan-making process but does not alter the place of viability in the current Local Plan process. The Act includes reference to a new national Infrastructure Levy that would be set, having regard to viability, and makes reference to the *Infrastructure Levy Regulations*. In March 2023, the Department for Levelling Up Housing & Communities published *Open consultation, Technical consultation on the Infrastructure Levy* (March 2023*)*. Under the proposals set out in the consultation, CIL and the delivery of affordable housing would be combined into a single Infrastructure Levy, that would be calculated as a proportion of a scheme's value above a threshold. This is considered further in Chapter 2 below.

1.7 It is important to note, at the start of a study of this type, that not all sites will be viable, even without any policy requirements (or CIL). It is inevitable that the Council's requirements will render some sites unviable. The question for this report is not whether some development site or other would be rendered unviable, it is whether the delivery of the overall Plan is likely to be deliverable. It will be necessary to consider the findings of this report in the wider context including the availability external funding and whether or not sites are in the public sector.

Report Structure

1.8 This report follows the following format:

Chapter 2	The reasons for, and approach to viability testing, including a review of the requirements of the NPPF, the CIL Regulations, and updated PPG.
Chapter 3	The methodology used.
Chapter 4	An assessment of the housing market, including market and affordable housing, with the purpose of establishing the worth of different types of housing in different areas.
Chapter 5	An assessment of the non-residential market.
Chapter 6	An assessment of the costs of land to be used when assessing viability.
Chapter 7	The cost and general development assumptions to be used in the development appraisals.
Chapter 8	A summary of the various policy requirements and constraints that influence the type of development that come forward.
Chapter 9	A summary of the range of modelled sites used for the financial development appraisals.
Chapter 10	The results of the appraisals and consideration of residential development.
Chapter 11	The results of the appraisals and consideration of non-residential development.
Chapter 12	Conclusions in relation to the deliverability development sites in the context of the emerging policy options.

HDH Planning & Development Ltd (HDH)

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

a. District wide and site-specific viability analysis.

b. Community Infrastructure Levy.

c. Housing Market Assessments.

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

Caveat and Material Uncertainty

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

1.12 Whilst the RICS withdrew the formal advice in relation to the uncertainty in March 2022, due to the nature of this assessment it is important to note the uncertainty in the current market. The impact from COVID-19 pandemic continues to impact on the global economy which continues to be faced with an unprecedented set of circumstances caused by the pandemic, uncertainty around world trade and the ongoing war in Ukraine, unrest in the Middle East, with the impact on energy costs and inflationary pressures in the economy. Consequently, in respect of this report, the assessment of viability is less certain so a higher degree of caution should be attached to the findings than would normally be the case.

1.13 This does not mean that the report cannot be relied upon. Rather, this note has been included to ensure transparency and to provide further insight as to the market context under which the report was prepared. In recognition of the potential for market conditions, it is important of keeping the findings under review as the plan-making process continues.

Compliance

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

1.15 *Financial viability in planning: conduct and reporting. 1st edition, May 2019* was published in May 2019. This includes mandatory requirements for RICS members and RICS-regulated firms. The May 2019 Guidance has been followed in full.

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

b. HDH has followed a collaborative approach involving the LPA, developers, landowners and other interested parties. A consultation process was undertaken in July and August 2023.

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

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

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

f. HDH confirms that a non-technical summary will be provided (in the form of Chapter 12). Viability in the plan-making process is a technical exercise that is undertaken specifically to demonstrate compliance (or otherwise) with the NPPF and PPG. It is firmly recommended that this report only be published and read in full.

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

h. This report do includes sensitivity testing. The effect of different tenures, different affordable housing requirements are tested against different levels of developer contributions and different levels of developer contributions. The impact of price and cost change are also tested.

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

Metric or Imperial

1.17 The property industry uses both imperial and metric data – often working out costings in metric (£per sqm) and values in imperial (£/acre and £/sqft). This is confusing so metric measurements are used throughout this report. The following conversion rates may assist readers.

1m = 3.28ft (3' and 3.37") 1ft = 0.30m
1m^2 = 10.76 sqft 1sqft = 0.0929m^2
1ha = 2.471acres 1acre = 0.405ha

1.18 A useful broad rule of thumb to convert m^2 to sqft is simply to add a final zero.

2. Viability Testing

2.1 Viability testing is an important part of the planning process. The requirement to assess viability forms part of the National Planning Policy Framework (NPPF) and is a requirement of the Community Infrastructure Levy (CIL) Regulations. In each case the requirement is slightly different, but they have much in common. Over several years in the run up to this report, various national consultations have been carried out about different aspects of the plan-making process. These have included references to, and sections on, viability and are considered in this chapter.

National Planning Policy Framework

2.2 Paragraph 34 of the NPPF says that Plans should set out what development is expected to provide, and that the requirement should not be so high as to undermine the delivery of the Plan.

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

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

> *Strategic policies should look ahead over a minimum 15 year period from adoption, to anticipate and respond to long-term requirements and opportunities, such as those arising from major improvements in infrastructure. Where larger scale developments such as new settlements or significant extensions to existing villages and towns form part of the strategy for the area, policies should be set within a vision that looks further ahead (at least 30 years), to take into account the likely timescale for delivery.*
>
> *NPPF, Paragraph 22*
>
> *To ensure faster delivery of other public service infrastructure such as further education colleges, hospitals and criminal justice accommodation, local planning authorities should also work proactively and positively with promoters, delivery partners and statutory bodies to plan for required facilities and resolve key planning issues before applications are submitted.*
>
> *NPPF, Paragraph 100*

2.4 The Council has identified several potential strategic sites. These are tested in this assessment. The Council will need to engage further with the promoters of potential strategic sites and service and infrastructure providers in due course.

2.5 In 2018 the NPPF shifted the emphasis of viability testing from the development management stage to the plan-making stage.

> *Where up-to-date policies have set out the contributions expected from development, planning applications that comply with them should be assumed to be viable. It is up to the applicant to demonstrate whether particular circumstances justify the need for a viability assessment at the application stage. The weight to be given to a viability assessment is a matter for the decision maker, having regard to all the circumstances in the case, including whether the plan and the*

> *viability evidence underpinning it is up to date, and any change in site circumstances since the plan was brought into force. All viability assessments, including any undertaken at the plan-making stage, should reflect the recommended approach in national planning guidance, including standardised inputs, and should be made publicly available.*
>
> *NPPF Paragraph 58*

2.6 The NPPF was further updated in 2023, however those changes to not impact on viability.

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

2.8 Of particular importance to this Viability Assessment is deliverability. The effectiveness of plans was important under the 2012 NPPF, but a greater emphasis is put on deliverability in the 2021 NPPF which includes an updated definition:

> ***Deliverable****: To be considered deliverable, sites for housing should be available now, offer a suitable location for development now, and be achievable with a realistic prospect that housing will be delivered on the site within five years. In particular:*
>
> *a) sites which do not involve major development and have planning permission, and all sites with detailed planning permission, should be considered deliverable until permission expires, unless there is clear evidence that homes will not be delivered within five years (for example because they are no longer viable, there is no longer a demand for the type of units or sites have long term phasing plans).*
>
> *b) where a site has outline planning permission for major development, has been allocated in a development plan, has a grant of permission in principle, or is identified on a brownfield register, it should only be considered deliverable where there is clear evidence that housing completions will begin on site within five years.*
>
> *2021 NPPF Glossary*

2.9 Under the heading *Identifying land for homes*, the importance of viability is highlighted:

> *Strategic policy-making authorities should have a clear understanding of the land available in their area through the preparation of a strategic housing (and employment) land availability assessment. From this, planning policies should identify a sufficient supply and mix of sites, taking into account their availability, suitability and likely economic viability. Planning policies should identify a supply of:*
>
> *a) specific, deliverable sites for years one to five of the plan period[32]; and*
>
> *b) specific, developable sites or broad locations for growth, for years 6-10 and, where possible, for years 11-15 of the plan.*
>
> *2021 NPPF Paragraph 69*

2.10 The *Levelling-up and Regeneration Act* became law in late October 2023. The Act will have a significant impact on the overall plan-making process, but does not alter the place of viability in the current Local Plan process. It will be necessary for the Council to monitor the progress of further updates to the NPPF. Of particular relevance to this report with in connection to the new Infrastructure Levy.

2.11 The NPPF does not include technical guidance on undertaking viability work. This is included within the Planning Practice Guidance (PPG).

Planning Practice Guidance

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

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

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

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

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

2.15 The core requirement to consider viability links to paragraph 58 of the NPPF (as quoted above):

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

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

2.17 The PPG includes 4 main sections:

Section 1 - Viability and plan making

2.18 The overall requirement is that:

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

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

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

2.20 The policies in the emerging Plan are tested individually and cumulatively, to ensure that they are set at a realistic level.

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

2.21 Consultation has formed part of the Whole Plan Viability Assessment process, with a technical consultation being carried out in July 2023.

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

2.22 A range of levels of policy requirements have been tested against a range of levels of developer contributions (including CIL).

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

2.23 Consultation has formed part of the Whole Plan Viability Assessment. The Council has identified several potential strategic sites which are tested. In due course, as the site selection process develops, the Council will engage with the promoters of the preferred strategic sites.

2.24 The modelling in this assessment is based on the long list of sites submitted to the Council through the call for sites process. These are being assessed for allocation. The purpose of this viability assessment is to ensure the deliverability of the overall Plan.

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

2.25 This study is based on typologies[1] that have been developed by having regard to the potential development sites that are most likely to be identified through the emerging Plan. In addition, the potential strategic sites are tested, so as to inform a decision as to whether or not they are to be included in the Plan.

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

2.26 This study draws on a wide range of data sources, including those collected through the development management process.

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

2.27 For the purpose of this viability assessment, strategic sites are those being considered for allocation, and if they were allocated would be considered key sites on which the delivery of the plan may rely.

> *Plan makers should engage with landowners, developers, and infrastructure and affordable housing providers to secure evidence on costs and values to inform viability assessment at the plan making stage.*
>
> *It is the responsibility of site promoters to engage in plan making, take into account any costs including their own profit expectations and risks, and ensure that proposals for development are policy compliant. Policy compliant means development which fully complies with up to date*

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

> *A typology approach is a process plan makers can follow to ensure that they are creating realistic, deliverable policies based on the type of sites that are likely to come forward for development over the plan period.*
>
> *In following this process plan makers can first group sites by shared characteristics such as location, whether brownfield or greenfield, size of site and current and proposed use or type of development. The characteristics used to group sites should reflect the nature of typical sites that may be developed within the plan area and the type of development proposed for allocation in the plan.*

> *plan policies. A decision maker can give appropriate weight to emerging policies. It is important for developers and other parties buying (or interested in buying) land to have regard to the total cumulative cost of all relevant policies when agreeing a price for the land. Under no circumstances will the price paid for land be a relevant justification for failing to accord with relevant policies in the plan.*
>
> *PPG 10-006-20190509*

2.28 Consultation has formed part of the preparation of this Viability Assessment. It specifically considers the total cumulative cost of all relevant policies (local and national).

Section 2 - Viability and decision taking

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

Section 3 - Standardised inputs to viability assessment

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

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

2.31 This report sets out the approach, methodology and assumptions used. These have been subject to consultation and have drawn on a range of data sources. Ultimately, the Council will use this report to judge the appropriateness of the new policies in the emerging Local Plan and the deliverability of the allocations.

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

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

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

- *build costs based on appropriate data, for example that of the Building Cost Information Service*
- *abnormal costs, including those associated with treatment for contaminated sites or listed buildings, or costs associated with brownfield, phased or complex sites. These costs should be taken into account when defining benchmark land value*
- *site-specific infrastructure costs, which might include access roads, sustainable drainage systems, green infrastructure, connection to utilities and decentralised energy. These costs should be taken into account when defining benchmark land value*
- *the total cost of all relevant policy requirements including contributions towards affordable housing and infrastructure, Community Infrastructure Levy charges, and any other relevant policies or standards. These costs should be taken into account when defining benchmark land value*
- *general finance costs including those incurred through loans*
- *professional, project management, sales, marketing and legal costs incorporating organisational overheads associated with the site. Any professional site fees should also be taken into account when defining benchmark land value*
- *explicit reference to project contingency costs should be included in circumstances where scheme specific assessment is deemed necessary, with a justification for contingency relative to project risk and developers return*

2.34 All these costs are taken into account.

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

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

2.36 The PPG goes on to set out the use of Benchmark Land Values (BLV) and how these should be derived:

Benchmark land value should:

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

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

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

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

2.38 This report has applied this methodology to establish the EUV.

2.39 The PPG sets out an approach to the developers’ return:

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

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

Section 4 - Accountability

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

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

Community Infrastructure Levy Regulations and Guidance

2.43 The Council has not adopted CIL. In any event, the CIL Regulations are broad, so it is necessary to have regard to them and the CIL Guidance (which is contained within the PPG) when undertaking any plan-wide viability assessment and considering the deliverability of development.

2.44 The CIL Regulations came into effect in April 2010 and have been subject to subsequent amendment[2]. From April 2015, councils were restricted in pooling S106 contributions from more than five developments[3] (where the obligation in the s106 agreement / undertaking is a reason for granting consent). The CIL Regulations were amended from September 2019 lifting these restrictions, however payments requested under the s106 regime must still be (as set out in CIL Regulation 122):

- necessary to make the development acceptable in planning terms;
- directly related to the development; and

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

[3] CIL Regulations 123(3)

- fairly and reasonably related in scale and kind to the development.

2.45 As set out at the start of this report, in October 2023 the *Levelling-up and Regeneration Act* became law. The Act includes reference to a new national Infrastructure Levy to replace CIL and reform the current developer contribution system. The limited information available suggests that the new Infrastructure Levy would be set, having regard to viability, and makes reference to the *Infrastructure Levy Regulations*. It may be necessary for the Council to review this report when the Regulations are published.

Wider Changes Impacting on Viability

2.46 There have been a number of changes at a national level since the Council's 2017 viability evidence was prepared.

Affordable Housing Thresholds

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

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

2.48 In this context, major development is as set out in the Glossary to the NPPF:

> ***Major development:** For housing, development where 10 or more homes will be provided, or the site has an area of 0.5 hectares or more. For non-residential development it means additional floorspace of 1,000m2 or more, or a site of 1 hectare or more, or as otherwise provided in the Town and Country Planning (Development Management Procedure) (England) Order 2015.*

2.49 Parts of South Kesteven are within a designated rural area so a threshold of less than 10 units is tested in the rural areas.

Affordable Home Ownership

2.50 The NPPF sets out a policy for a minimum of 10% affordable home ownership units on larger sites.

> *Where major development involving the provision of housing is proposed, planning policies and decisions should expect at least 10% of the homes to be available for affordable home ownership[4], unless this would exceed the level of affordable housing required in the area, or significantly prejudice the ability to meet the identified affordable housing needs of specific groups. Exemptions to this 10% requirement should also be made where the site or proposed development:*
>
> *a) provides solely for Build to Rent homes;*

---

[4] Footnote 29 of the 2018 NPPF clarifies as 'As part of the overall affordable housing contribution from the site'.

> *b) provides specialist accommodation for a group of people with specific needs (such as purpose-built accommodation for the elderly or students);*
>
> *c) is proposed to be developed by people who wish to build or commission their own homes; or*
>
> *d) is exclusively for affordable housing, an entry-level exception site or a rural exception site.*
>
> *Paragraph 66 NPPF*

2.51 This relates to all the homes on a site and is assumed to apply.

First Homes

2.52 In May 2021 the Government introduced requirements for First Homes:

> *<u>What is a First Home?</u>*
>
> *First Homes are a specific kind of discounted market sale housing and should be considered to meet the definition of 'affordable housing' for planning purposes. Specifically, First Homes are discounted market sale units which:*
>
> *a) must be discounted by a minimum of 30% against the market value;*
>
> *b) are sold to a person or persons meeting the First Homes eligibility criteria (see below);*
>
> *c) on their first sale, will have a restriction registered on the title at HM Land Registry to ensure this discount (as a percentage of current market value) and certain other restrictions are passed on at each subsequent title transfer; and,*
>
> *d) after the discount has been applied, the first sale must be at a price no higher than £250,000 (or £420,000 in Greater London).*
>
> *First Homes are the government's preferred discounted market tenure and should account for at least 25% of all affordable housing units delivered by developers through planning obligations.*
>
> *PPG: 70-001-21210524*

2.53 This is assumed to apply. The PPG then provides guidance as to the level of the discount:

> *<u>Can the required minimum discount be changed?</u>*
>
> *In order to qualify as a First Home, a property must be sold at least 30% below the open market value. Therefore, the required minimum discount cannot be below 30%.*
>
> *However, the First Homes Written Ministerial Statement does give local authorities and neighbourhood planning groups the discretion to require a higher minimum discount of either 40% or 50% if they can demonstrate a need for this. As part of their plan-making process, local planning authorities should undertake a housing need assessment to take into account the need for a range of housing types and tenures, including various affordable housing tenures (such as First Homes). Specific demographic data is available on open data communities which can be used to inform this process. The assessment will enable an evidence-based planning judgement to be made about the need for a higher minimum discount level in the area, and how it can meet the needs of different demographic and social groups.*
>
> *In such circumstances, the minimum discount level should be fixed at either 40% or 50% below market value and should not be set at any other value. In each case, these percentages represent the minimum discount required for a home to qualify as a First Home. Developers who are able to offer higher discounts within their contributions should be free to do so but the local authority cannot require this. In such cases, whatever discount (as a percentage of market value) is given at the first disposal should be the same at each subsequent sale. These*

> *minimum discounts should apply to the entire local plan area (except if Neighbourhood Plans are in place in certain areas) and should not be changed on a site-by-site basis.*
>
> *If local authorities or neighbourhood planning groups choose to revise their required minimum discounts in any future alterations to their plans, this should not affect the minimum discounts required for previously sold First Homes when they come to be resold, as these will be bound by the section 106 agreements entered into at the time of their first sale.*
>
> *PPG: 70-004-20210524*

2.54 The assessment considers the impact of seeking a 40% or a 50% discount, as well as a 30% discount.

Accessible and Adaptable Standards

2.55 In July 2022, the Government announced the outcome of the 2020 consultation on raising accessibility standards of new homes[5] saying:

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

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

Environmental Standards

2.57 The outcome of the Government consultation on 'The Future Homes Standard'[6] was announced during January 2021[7]. This is linked to achieving the 'net zero' greenhouse gas emissions by 2050. The Department of Levelling up, Communities and Housing, published the latest revision to Conservation of Fuel and Power, Approved Document L of the Building Regulations as a 'stepping stone' on the pathway to Zero Carbon homes. It sets the target of an interim 31% reduction in CO_2 emissions over 2013 standards for dwellings. The changes now apply to new homes.

2.58 The revisions to Approved Document L are a step towards the introduction of the Future Homes Standard in 2025. As this report was being completed in December 2023, the Government published a further consultation on the details of the implementation of the Future Homes Standard (and the Future Buildings Standard). At the same time the Housing Minister,

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

[6] https://www.gov.uk/government/consultations/the-future-homes-standard-changes-to-part-l-and-part-f-of-the-building-regulations-for-new-dwellings?utm_source=7711646e-e9bf-4b38-ab4f-9ef9a8133f14&utm_medium=email&utm_campaign=govuk-notifications&utm_content=immediate

[7] The Future Buildings Standard - GOV.UK (www.gov.uk)

Lee Rowley, made a Written Parliamentary Statement[8] to set out the Government's position in this regard as follows:

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

2.59 Whilst this direction does not preclude the introduction of policies that go beyond national standards, this does suggest that such policies will need to be well justified and subject to greater scrutiny. The Council is exploring options in this regard, including going further than the minimum national standards sought under Building Regulations. This is considered in Chapter 8 below and a range of options are tested.

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

Biodiversity

2.61 The Environment Act received Royal Assent in November 2021 and mandates that new developments must deliver an overall increase in biodiversity. This requirement is considered in Chapter 8 below.

White Paper: Planning for the Future (MHCLG, August 2020)

2.62 In 2020, the Government consulted on *White Paper: Planning for the Future* (MHCLG, August 2020) and various supporting documents. In terms of viability the two key paragraphs are:

> ***Assessments of housing need, viability and environmental impacts are too complex and opaque**: Land supply decisions are based on projections of household and business 'need' typically over 15- or 20-year periods. These figures are highly contested and do not provide a clear basis for the scale of development to be planned for. Assessments of environmental impacts and viability add complexity and bureaucracy but do not necessarily lead to environ improvements nor ensure sites are brought forward and delivered;*
>
> ***Local Plans should be subject to a single statutory "sustainable development" test**, and unnecessary assessments and requirements that cause delay and challenge in the current system should be abolished. This would mean replacing the existing tests of soundness,*

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

> *updating requirements for assessments (including on the environment and viability) and abolishing the Duty to Cooperate.*

2.63 Pillar Three of the White Paper then goes on to set out options around the requirements for infrastructure and how these may be funded. The key proposals are:

> *Proposal 19: The Community Infrastructure Levy should be reformed to be charged as a fixed proportion of the development value above a threshold, with a mandatory nationally- set rate or rates and the current system of planning obligations abolished.*
>
> *Proposal 21: The reformed Infrastructure Levy should deliver affordable housing provision*

2.64 The above suggests a downgrading of viability in the planning system, however, as it stands, the proposals in the White Paper are options which may or may not come to be adopted so, at the time of this report (July 2023) a viability assessment is a requirement.

Fire Safety Standards

2.65 A number of further national consultations were announced during the late 2022. These include proposed Changes to Approved Document B, sprinklers in care homes, removal of national classes, and staircases in residential buildings. In this context the National Fire Chiefs Council (NFCC) Single Staircases Policy Position Statement 14 December 2022 is relevant.

2.66 The regulations around second staircases, particularly in taller buildings (although it is important to note that the Council is not planning for buildings of 6 storeys or taller in Grantham or elsewhere) follows the 2017 Grenfell Tower fire and will be reflected in the net saleable area assumptions in the modelling in Chapter 9 below.

National Model Design Code

2.67 The *Levelling-up and Regeneration Act* requires LPAs to introduce a design code covering their entire area. The time frame for this is to be confirmed. The Government published the *National Model Design Code* as part of the PPG in 2021, when the NPPF was updated:

> *133. To provide maximum clarity about design expectations at an early stage, all local planning authorities should prepare design guides or codes consistent with the principles set out in the National Design Guide and National Model Design Code, and which reflect local character and design preferences. Design guides and codes provide a local framework for creating beautiful and distinctive places with a consistent and high quality standard of design. Their geographic coverage, level of detail and degree of prescription should be tailored to the circumstances and scale of change in each place, and should allow a suitable degree of variety.*
>
> *134. Design guides and codes can be prepared at an area-wide, neighbourhood or site-specific scale, and to carry weight in decision-making should be produced either as part of a plan or as supplementary planning documents. Landowners and developers may contribute to these exercises, but may also choose to prepare design codes in support of a planning application for sites they wish to develop. Whoever prepares them, all guides and codes should be based on effective community engagement and reflect local aspirations for the development of their area, taking into account the guidance contained in the National Design Guide and the National Model Design Code. These national documents should be used to guide decisions on applications in the absence of locally produced design guides or design codes.*

2.68 The National Design Code does not add to the cost of development in itself. Rather it sets out good practice in a consistent format. It will provide a checklist of design principles to consider for new schemes, including street character, building type and requirements addressing wellbeing and environmental impact. Local authorities can use the code to form their own local design codes. Local design requirements are considered further in Chapter 8 below.

Queen's Speech 2021 and 2022

2.69 A range of planning reforms were outlined in the papers supporting the 2021 Queen's Speech. For the purpose of this assessment, the key points are as follows:

> *Planning Bill "Laws to modernise the planning system, so that more homes can be built, will be brought forward…"*
>
> *The purpose of the Bill is to:*
>
> - *Create a simpler, faster and more modern planning system to replace the current one ...*
> - *Help deliver vital infrastructure whilst helping to protect and enhance the environment by introducing quicker, simpler frameworks for funding infrastructure and assessing environmental impacts and opportunities.*
>
> *The main benefits of the Bill would be:*
>
> - *Simpler, faster procedures for producing local development plans, approving major schemes, assessing environmental impacts and negotiating affordable housing and infrastructure contributions from development. ...*
>
> *The main elements of the Bill are: ... Replacing the existing systems for funding affordable housing and infrastructure from development with a new more predictable and more transparent levy.*

2.70 In the summer of 2021, the Ministry of Housing Communities and Local Government was renamed as the Department for Levelling Up, Housing and Communities (DLUHC). Various ministers have commented about revisiting some of the subjects that had been consulted on, however, beyond statements that housebuilding remains a priority, no further detail have been released.

2.71 The Government's further thinking was set out in the 2022 Queen's Speech which included the following:

> *"A bill will be brought forward to drive local growth, empowering local leaders to regenerate their areas, and ensuring everyone can share in the United Kingdom's success. The planning system will be reformed to give residents more involvement in local development."*
>
> *The main benefits of the Bill would be:*
>
> - *Laying the foundations for all of England to have the opportunity to benefit from a devolution deal by 2030 – giving local leaders the powers they need to drive real improvement in their communities.*
> - *Improving outcomes for our natural environment by introducing a new approach to environmental assessment in our planning system. This benefit of Brexit will mean the environment is further prioritised in planning decisions.*
> - *Capturing more of the financial value created by development with a locally set, non-negotiable levy to deliver the infrastructure that communities need, such as housing, schools, GPs and new roads.*

- *Simplifying and standardising the process for local plans so that they are produced more quickly and are easier for communities to influence.*

Levelling-up and Regeneration Act

2.72 At the end of October 2023, the *Levelling-up and Regeneration Act* became law. The provisions within the Act will have a significant impact on the overall plan-making process, but will not alter the place of viability in the current Local Plan process.

2.73 The *Levelling-up and Regeneration Act* includes reference to a new national Infrastructure Levy. The Bill suggests that the Infrastructure Levy would be set, having regard to viability and makes reference to the *Infrastructure Levy Regulations*. *Infrastructure Levy Regulations* have yet to be published.

Technical consultation on the Infrastructure Levy

2.74 In March 2023, the Department for Levelling Up Housing & Communities published *Open consultation, Technical consultation on the Infrastructure Levy* (March 2023)[9] to seek views on technical aspects of the design of the Infrastructure Levy. The responses will inform the preparation and content of regulations, which will themselves be consulted on in due course.

2.75 The consultation suggests (paragraph 7.11) the Levy would be fully rolled out from 2029, but there would be a 'test and learn' roll out starting in 2025.

2.76 Under the proposals set out in the consultation, CIL and the delivery of affordable housing would be combined into a single levy, that would be calculated as a proportion of a scheme's value. Affordable housing could be provided on site as an in-kind payment, and some aspects of the current s106 regime would remain:

> *1.34 The Levy aims to create a simpler and more consistent system than the current system of CIL and s106. However, paying the Levy may not always be enough to fully mitigate the impact of a development and make it acceptable in planning terms. Indeed, there are some situations where sites have very complex infrastructure needs, which necessitates retaining a negotiated approach to developer contributions. That is why we do not propose to remove s106 agreements altogether.*
>
> *1.35 New Section 204Z1 of the Bill sets out that regulations can provide for how s106 of the Town and Country Planning Act may or may not be used. This power enables s106 planning obligations to be crafted in the new system, to support how infrastructure will be delivered under the Levy. To create a clear distinction over how s106 agreements should be used in different circumstances, we propose creating three distinct routeways for securing developer contributions. How infrastructure is secured and how s106 agreements operate in each routeway will vary, and this will reflect the size and type of site being brought forward.*
>
> *1.36 The 3 routeways are as follows:*
>
> 1. *The core Levy routeway*
> 2. *Infrastructure in-kind routeway*

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[9] [Technical consultation on the Infrastructure Levy - GOV.UK (www.gov.uk)]

> *3. S106-only routeway*
>
> *1.37 An overarching framework for these 'routeways' will be set out in regulations, following further consultation. Based on this framework, the routeway which will apply to a particular kind of site will be set out in the Local Plan.*
>
> *Technical consultation on the Infrastructure Levy (Published 17 March 2023)*

2.77 At this stage the relationship with s106 is not known. As set out earlier, it will be necessary for the Council to monitor the progress the Regulations as and when they are published.

Viability Guidance

2.78 There is no specific technical guidance on how to test viability in the NPPF or the updated PPG, although the updated PPG includes guidance in a number of specific areas. There are several sources of guidance and appeal decisions[10] that support the methodology HDH has developed. This study follows the *Viability Testing in Local Plans – Advice for planning practitioners* (LGA/HBF – Sir John Harman) June 2012[11] (known as the **Harman Guidance**).

2.79 The planning appeal decisions and the HCA good practice publication[12] suggest that the most appropriate test of viability for planning policy purposes is to consider the Residual Value of schemes compared with the Existing Use Value (EUV), plus a premium. The premium over and above the EUV being set at a level to provide the landowner with an inducement to sell. This approach is now specified in the PPG. Additionally, the Planning Advisory Service (PAS) provides viability guidance and manuals for local authorities that supports this approach.

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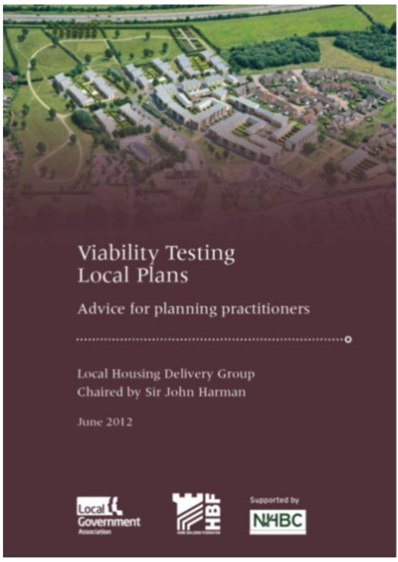
[10] Barnet: APP/Q5300/ A/07/2043798/NWF, Bristol: APP/P0119/ A/08/2069226, Beckenham: APP/G5180/ A/08/2084559, Bishops Cleeve; APP/G1630/A/11/2146206 Burgess Farm: APP/U4230/A/11/2157433, CLAY FARM: APP/Q0505/A/09/2103599/NWF, Woodstock: APP/D3125/ A/09/2104658, Shinfield APP/X0360/ A/12/2179141, Oxenholme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

[11] Viability Testing in Local Plans has been endorsed by the Local Government Association and forms the basis of advice given by the, CLG funded, Planning Advisory Service (PAS).

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



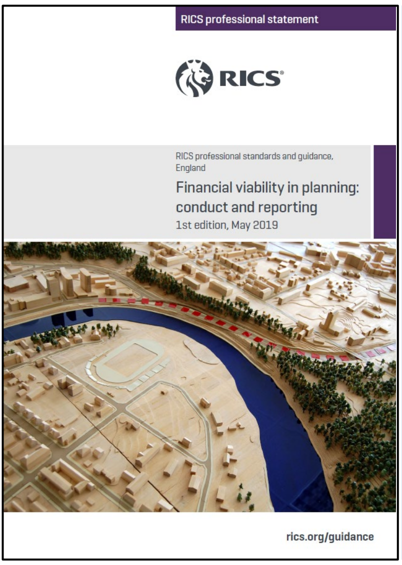
Viability Testing
Local Plans

Advice for planning practitioners

Local Housing Delivery Group
Chaired by Sir John Harman

June 2012

Supported by



RICS professional statement

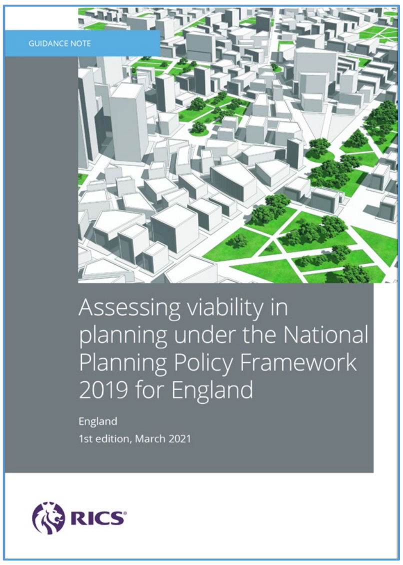
RICS

RICS professional standards and guidance, England

Financial viability in planning: conduct and reporting

1st edition, May 2019

rics.org/guidance



GUIDANCE NOTE

Assessing viability in planning under the National Planning Policy Framework 2019 for England

England
1st edition, March 2021

RICS

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

2.81 In line with the updated PPG, this assessment follows the EUV Plus (EUV+) methodology. The methodology is to compare the Residual Value generated by the viability appraisals, with the EUV plus an appropriate uplift to incentivise a landowner to sell. The amount of the uplift over and above the EUV must be set at a level to provide a return to the landowner. To inform the judgement as to whether the uplift is set at the appropriate level, reference is made to the value of the land both with and without the benefit of planning consent. This approach is in line with that recommended in the Harman Guidance.

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

3. Methodology

3.1 This report follows the Harman Guidance and RICS Guidance and was subject to a technical consultation with the development industry in July / August 2023.

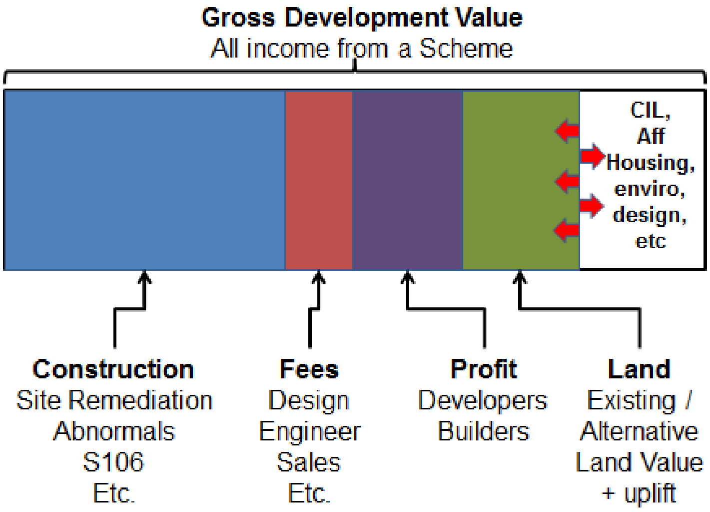
Viability Testing – Outline Methodology

3.2 The availability and cost of land are matters at the core of viability for any property development. The format of the typical valuation is:

Gross Development Value
(The combined value of the complete development)
LESS
Cost of creating the asset, including a profit margin
(Construction + fees + finance charges)
=
RESIDUAL VALUE

3.3 The result of the calculation indicates a land value, the Residual Value. The Residual Value is the top limit of what a developer could offer for a site and still make a satisfactory return (i.e. profit).

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



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

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

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

Limitations of viability testing in the context of the NPPF

3.8 High level viability testing does have limitations. The assessment of viability is a largely quantitative process based on financial appraisals – there are however types of development where viability is not at the forefront of the developer's mind, and they will proceed even if a 'loss' is shown in a conventional appraisal. By way of example, an individual may want to fulfil a dream of building a house and may spend more than the finished home is worth, a community may extend a village hall even though the value of the facility, in financial terms, is not significantly enhanced, or the end user of an industrial or logistics building may build a new factory or depot that will improve its operational efficiency even if, as a property development, the resulting building may not seem to be viable.

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

The meaning of Landowner Premium

3.10 The phrase *landowner premium* is new in the updated PPG.

> *Benchmark land value should:*
>
> - *be based upon existing use value*
> - *allow for a premium to landowners (including equity resulting from those building their own homes)*
> - *reflect the implications of abnormal costs; site-specific infrastructure costs; and professional site fees and*
>
> *Viability assessments should be undertaken using benchmark land values derived in accordance with this guidance. Existing use value should be informed by market evidence of current uses, costs and values. Market evidence can also be used as a cross-check of benchmark land value but should not be used in place of benchmark land value. There may be a divergence between benchmark land values and market evidence; and plan makers should*

> *be aware that this could be due to different assumptions and methodologies used by individual developers, site promoters and landowners.*
>
> *This evidence should be based on developments which are fully compliant with emerging or up to date plan policies, including affordable housing requirements at the relevant levels set out in the plan. Where this evidence is not available plan makers and applicants should identify and evidence any adjustments to reflect the cost of policy compliance. This is so that historic benchmark land values of non-policy compliant developments are not used to inflate values over time.*
>
> *In plan making, the landowner premium should be tested and balanced against emerging policies. In decision making, the cost implications of all relevant policy requirements, including planning obligations and, where relevant, any Community Infrastructure Levy (CIL) charge should be taken into account.*
>
> *PPG 10-014-20190509*

3.11 The term *landowner's premium* has not been defined through the appeal, Local Plan examination or legal processes. *Competitive return* was considered at the Shinfield Appeal (January 2013)[13] and the case is sometimes held up as a firm precedent, however, as confirmed in the Oxenholme Road Appeal (October 2013)[14], the methodology set out in Shinfield is site specific and should only be given limited weight. Further clarification was provided in the Territorial Army Centre, Parkhurst Road, Islington appeal (June 2017)[15], which has subsequently been confirmed by the High Court[16]. The level of return to the landowner is discussed and the approach taken in this study is set out in the later parts of Chapter 6 below.

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

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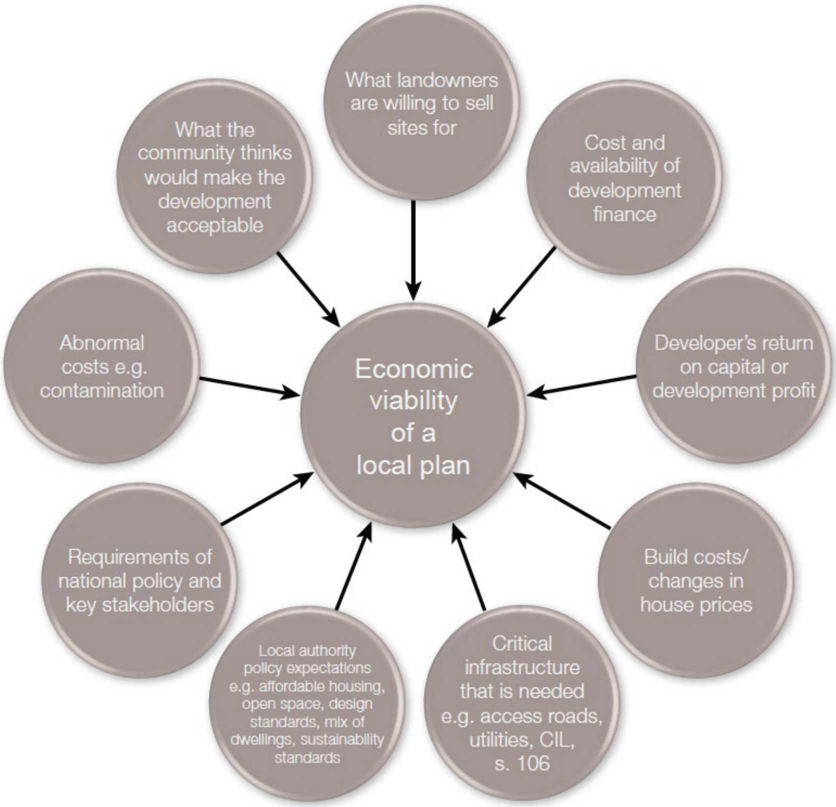
[13] APP/X0360/A/12/2179141 (Land at The Manor, Shinfield, Reading RG2 9BX)

[14] APP/M0933/ A/13/ 2193338 (Land to the west of Oxenholme Road, Kendal, Cumbria)

[15] APP/V5570/W/16/3151698 (Former Territorial Army Centre, Parkhurst Road, Islington, London)

[16] Parkhurst Road Limited v Secretary of State for Communities and Local Government and The Council of the London Borough of Islington [2018] EWHC 991 (Admin)



Existing Available Evidence

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

3.14 Firstly, is that which has been prepared by the Council to inform the emerging Plan and previous Plans:

a. *Affordable Housing Viability Assessment for South Kesteven District Council,* Levvel (December 2009)

b. *South Kesteven District Council Community Infrastructure Levy (CIL) Study Draft Report* (Roger Tym & Partners - August 2012)

c. Whole Plan Viability Study 2017 (HDH, February 2018)

3.15 Secondly, is that which the Council holds, in the form of development appraisals that have been submitted by developers about specific developments – most often to support negotiations around the provision of affordable housing or s106 contributions. The approach has been to draw on this existing evidence and to consolidate it so that it can then be used as a sound base for setting the affordable housing target relative to the levels of developer contribution. The approach taken is to draw on this existing evidence and to consolidate it. In some cases, the appraisals are based on detailed cost plans that are not directly comparable with the BCIS. Only the figures that are comparable on a like for like basis are presented.

Table 3.1 Review of Development Management Viability Appraisals

			Linden Homes, Jelson Homes	Alix Fine		Larkfleet Homes
			Bidwells	Devvia	CP Viability Ltd	Bidwells
			Rectory Farm	South Heath Lane	North of Longcliffe Rd	North of Longcliffe Rd
			Feb-19	Dec-21	Jul-22	Jul-21
			Grantham	Fulbeck	Grantham	Grantham
Scheme						
	Site	ha	18.567	0.44	37.64	37.64
	Dwellings	Houses	448	12	480	480
		Flats				
			Part of larger allocation	10 (83%) First Homes		
Values	Market	£/m2	£1,142 to £2,519	£2,709	£2,646	£2,616
	Affordable Housing	£/m2	£1,400 (56% OMV)	70%		
	Affordabale Rent				£1,502 (57%)	£1,507
	Shared Ownership				£1,932 (73%)	£1,927
	DHO				£2,162 (82%)	
Costs	Construction	£/m2	BCIS £1,148	Cost Plan, marginally less than BCIS median	£1,156	
	Site Costs		10%		10%	£23,790,000
		Garages	£7,500 / £10,000		£6105 / £9,852	
	s106	Total	£12,850,192			£4,145,161
		Per Unit	£28,683			£8,636
Fees	Proffessional		4%	6%	4%	5%
	Sales		3% + £300	3% + 0.5%	2%	2% + £300
Finanace	Interest		6%	6%	6%	6%
	Developers Return		20% / 6%	20% & 15% on First Homes	21%	18% / 6%
	Contingency			3%	4%	5%
Land	EUV		£20,000/ha	£22,000/ha		
	BLV		+20% + £400,000	x10		£165,557

Source: Review of appraisals submitted through Development Management.

3.16 It is important to note that these figures are the figures submitted by developers for discussion at the start of the viability process, rather than the figures agreed between the parties.

3.17 The Council also holds evidence of what is being collected from developers under the s106 regime. This is being collected by the Council outside this assessment[17].

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[17] Paragraphs 10-020-20180724 to 10-028-20180724 of the PPG introduce reporting requirements in this regard. In particular 10-027-20180724 says:

Stakeholder Engagement

3.18 The PPG and the CIL Guidance require stakeholder engagement. The preparation of this viability assessment includes specific technical consultation and engagement with the industry. A consultation process was conducted during July and August 2023 when a presentation given, and a draft of this report and a questionnaire circulated. Residential and non-residential developers (including housing associations), landowners and planning professionals were invited to comment, **Appendix 2** includes a list of the consultees. **Appendix 3** includes the consultation presentation and **Appendix 4** the questionnaire circulated with the draft report. **Appendix 5** includes the notes taken at the consultation event.

3.19 The comments of the consultees are reflected through this report and the assumptions adjusted where appropriate. Severn written responses were received. The main points from the consultation were:

a. That the general approach and methodology are appropriate[18] [19] [20] [21].

b. Concern was raised[22] about going beyond national standards, for example in relation to Biodiversity Net Gain and / or Building Standards – although the fact that the impact of these is being tested is welcomed. Further, the impact of requirements for BNG, Open Space, and the like need to be considered in the context of site density and capacity.

c. A landowner[23] commented:

> *The Whole Plan Viability Assessment will need to flex as the Local Plan and its draft policies evolve. For example it is not known yet what affordable housing levels and tenures are to be tested beyond the assumptions set out in Chapter 4.*
>
> *There may be other new policies put forward by SKDC such as larger schemes providing Mobility Hubs, requirements for Accessible and Adaptable Homes, enhancements on the Future Homes Standards, and improved pedestrian and cycling facilities into the host settlements.*
>
> *The capital and revenue costs of delivering those facilities will need to be built into the Whole Plan Viability Update.*

> *How should monitoring and reporting inform plan reviews?*
>
> *The information in the infrastructure funding statement should feed back into reviews of plans to ensure that policy requirements for developer contributions remain realistic and do not undermine deliverability of the plan.*
>
> *Paragraph: 027 Reference ID: 10-027-20180724*

[18] Simon Mills of Bidwells for the Rathbone Trust.

[19] John Pearce of Harriss Lamb Planning Consultancy for Barberry Grantham re Land at Great Gonerby.

[20] Sarah Gregory of Savills for David Wilson Homes re land at Harlaxton and at Harrowby Lane.

[21] Sarah Gregory of Savills for the Crown Estate re land around Billingborough and Pointon

[22] John Pearce of Harriss Lamb Planning Consultancy for Barberry Grantham re Land at Great Gonerby.

[23] Andrew Russell-Wilks of Godrey-Payton for Buckminster Estates.

Whilst this comment is noted, this does misunderstand the purpose of this important element of the planning evidence base. The Council will use to outputs of this viability assessment to inform the site selection process and to refine the development of the policies in the new Local Plan. Having said this the EUC Plus approach was confirmed.

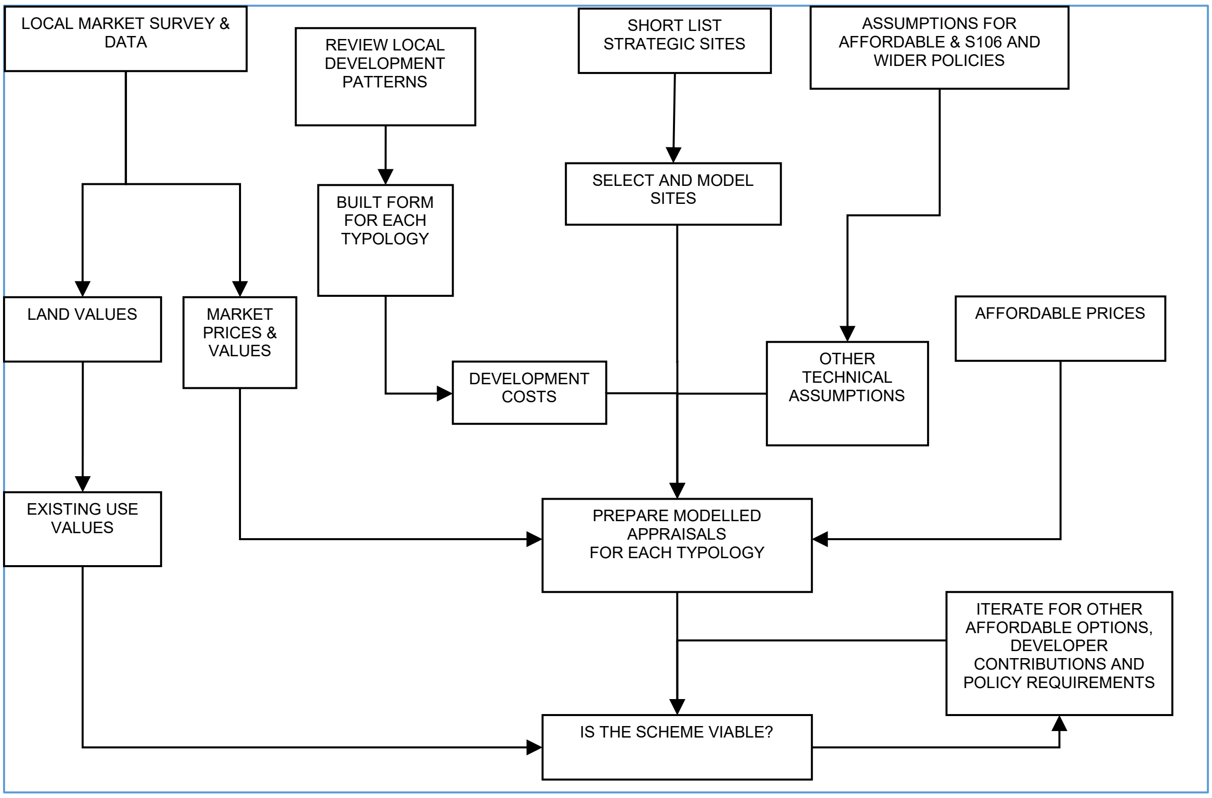
3.20 The consultation process was being carried out in accordance with the requirements of the updated PPG, the Harman Guidance and the RICS Guidance.

Viability Process

3.21 The assessment of viability as required under the NPPF and the CIL Regulations is a quantitative and qualitative process. The updated PPG requires that (at PPG 10-001-20190509) '*... policy requirements should be informed by evidence of infrastructure and affordable housing need, and a proportionate assessment of viability that takes into account all relevant policies, and local and national standards, including the cost implications of the Community Infrastructure Levy (CIL) and section 106*'.

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

Figure 3.1 Viability Methodology



Source: HDH 2024

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

3.24 The appraisals are based on existing and emerging policy options as summarised in Chapter 8 below. The preparation of draft policies within the Local Plan Review is still ongoing, so the policy topics used in this assessment may be subject to change. For appropriate sensitivity testing, a range of options are tested. If the Council allocates different types of site, or develops significantly different policies to those tested in this study, it may be necessary to revisit viability and consider the impact of any further or different requirements.

3.25 A bespoke viability testing model designed and developed by HDH specifically for area wide viability testing is used, as required by the NPPF and CIL Regulations[24]. The purpose of the viability model and testing is not to exactly mirror any particular business model used by those companies, organisations or people involved in property development. The purpose is to capture the generality, and to provide high level advice to assist the Council in assessing the deliverability of the Local Plan.

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[24] This Viability Model is used as the basis for the Planning Advisory Service (PAS) Viability Workshops. It is made available to Local Authorities, free of charge, by PAS and has been widely used by Councils across England. The model includes a cashflow so that sales rates can be reflected.

4. Residential Market

4.1 This chapter sets out an assessment of the housing market, providing the basis for the assumptions on house prices. The study is concerned with the prices and the differences in price across different areas. Market conditions will broadly reflect a combination of national economic circumstances, and local supply and demand factors, however, even within a town there will be particular localities, and ultimately, site-specific factors, that generate different values.

South Kesteven's Residential Market

4.2 South Kesteven is situated in the East Midlands within Lincolnshire and the District borders the local authorities of Peterborough, South Holland, North Kesteven, Newark and Sherwood, Melton and Rutland. Leicester and Nottingham lie to the east with Peterborough to the south. The District is varied and contains a number of different housing markets, subject to the following influences:

a. South Kesteven is focused on Grantham. The District also has three other market towns, Stamford, Bourne and The Deepings, plus over 80 rural villages and hamlets. Approximately 60% of the population lives in the District's market towns: the other 40% residing in the villages and countryside.

b. The south and centre of the District is most built-up around the larger settlements of Bourne, Stamford and Market Deeping, whilst the east is predominantly rural.

c. The District is well connected, with the A1 running through the west of the area and Grantham being on the East Coast Mainline (London +/- 1¼ hours). There are good road connections to cities such as Nottingham, Peterborough and Lincoln.

d. The Birmingham to Peterborough Line passes through Stamford. The Skegness to Nottingham Line serves Grantham and the East Coast Mainline. This carries train services between Norwich and Liverpool.

e. Employment levels within the District are high with relatively good local incomes and an active labour market.

4.3 Overall, the market is perceived to be active, with a strong market for the right scheme in the right place, with the Council delivering about 540 new homes per year[25]. Having said this, some areas are challenging and the relatively low house prices in some areas do make the delivery of new housing less easy.

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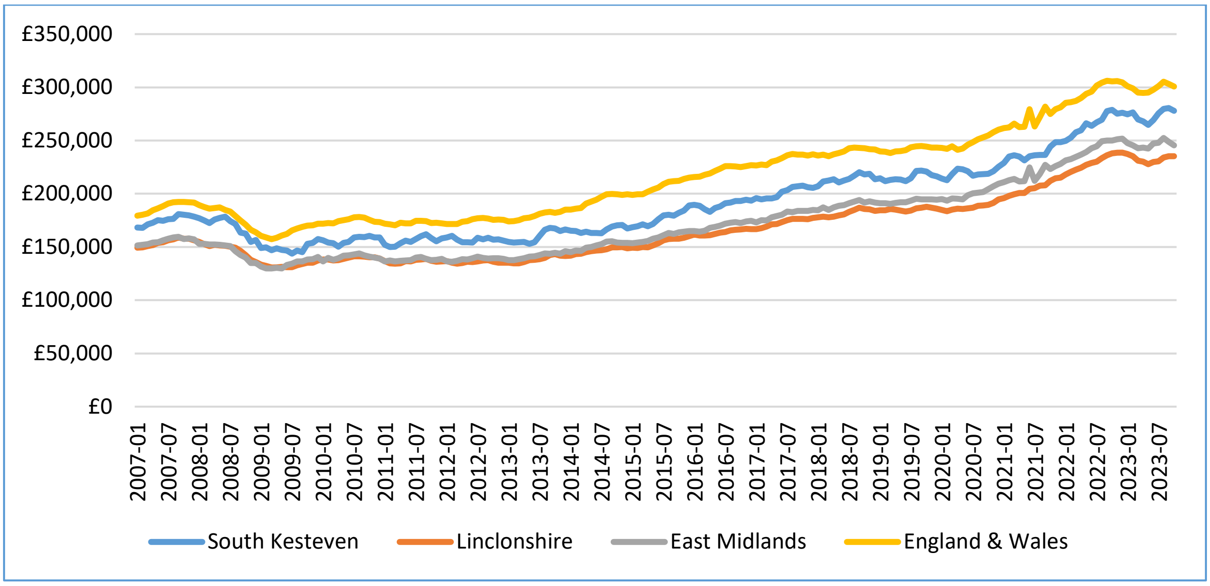
[25] Table 5. SKDC Authority Monitoring Report 1st April 2021 – 31st March 2022

National Trends and the relationship with the wider area

4.4 The local housing market peaked early in September 2007 and then fell considerably in the 2008/2009 recession during what became known as the 'Credit Crunch'. Since then, house prices have increased steadily, but are now widely perceived to have peeked and may be falling. Locally, average house prices in the area returned to their pre-recession peak in May 2014 and are now about 50% above the 2007 peak. Whilst this is a substantial increase it is significantly less than the increase across the East Midlands region (54%) and England and Wales (56%).

4.5 Since the 2018 Viability Study was undertaken house prices have increased in the District by about 39% which is more than across England and Wales (30%).

Figure 4.1 Average House Prices (£)



Source: Land Registry (January 2024). Contains public sector information licensed under the Open Government Licence v3.0.

4.6 Based on data published by the Office for National Statistics (ONS), when ranked across England and Wales, the average house price for South Kesteven 193rd (out of 331) at £298,607[26] (an increase of 3.6% from £288,067 reported in the July 2023 iteration of this report). To set this in context, the council at the middle of the rank (166th – West Suffolk), has an average price of £337,186. The SKDC median price is lower than the average at £255,000[27] (an increase of 2.8% from £248,000 reported in July 2023.

4.7 The average prices in South Kesteven are broadly in line with nearby authority areas.

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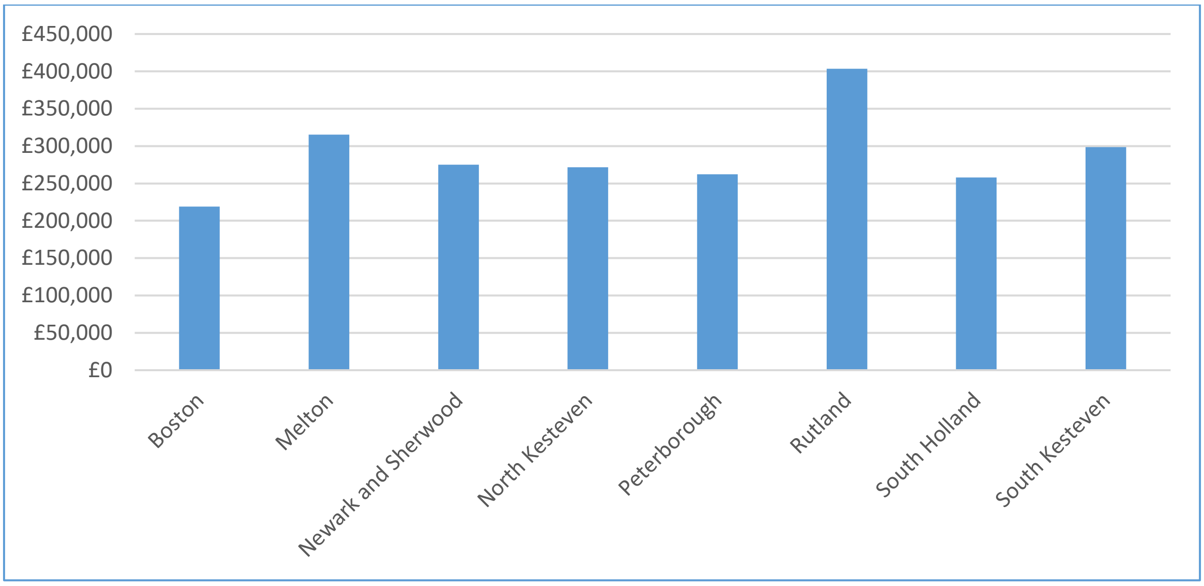
[26] Mean house prices for administrative geographies: HPSSA dataset 12 (Release 20th September 2023).

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

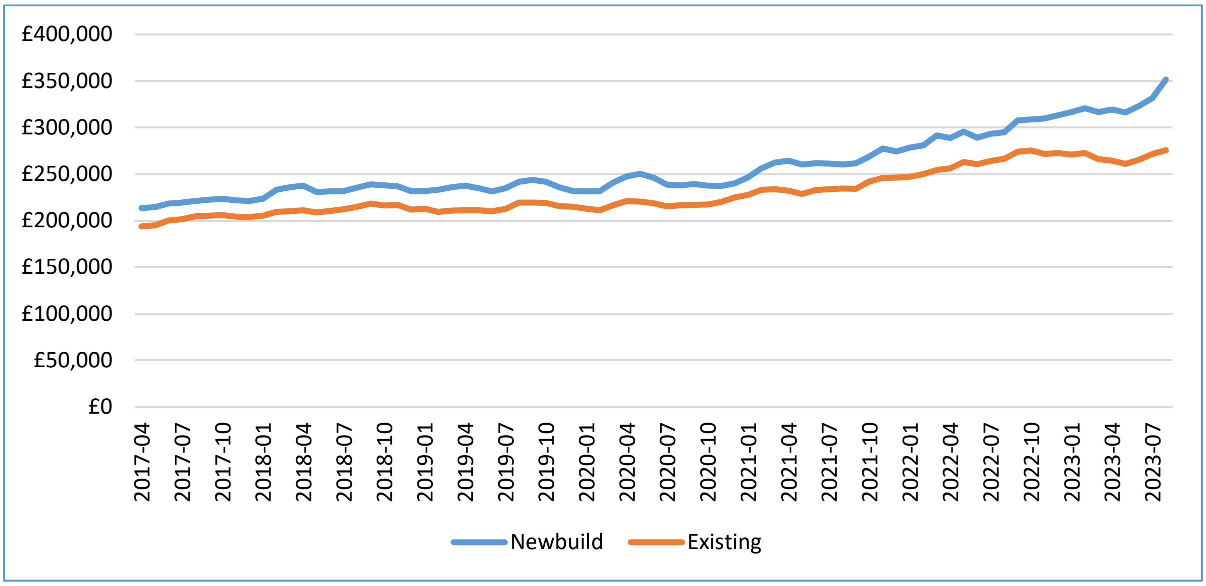
Figure 4.2 Average House Prices (£)



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

4.8 This study concerns new homes. The figure above shows that overall prices in the Council area have seen a significant recovery since the 2018 Viability Study. Newbuild homes have increased more quickly than existing homes.

Figure 4.3 Change in House Prices. Existing v Newbuild

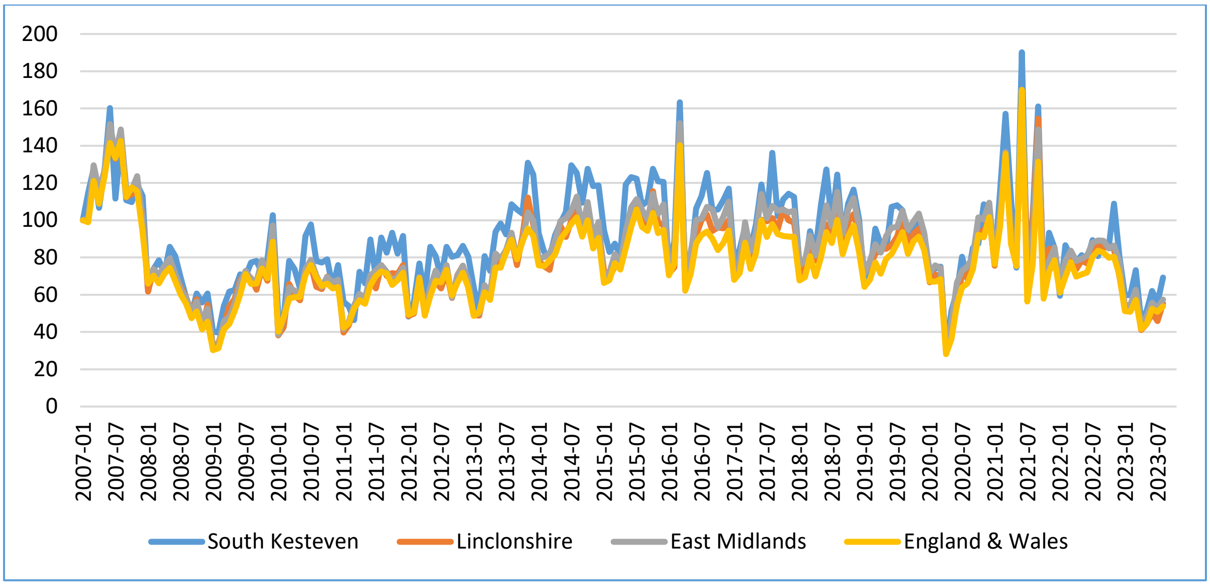


Source: Land Registry (January 2024). Contains public sector information licensed under the Open Government Licence v3.0.

4.9 The Land Registry shows that the average price paid for newbuild homes in SKDC (£351,516) is £75,862 (27%) higher than the average price paid for existing homes (£275,654). It is particularly notable that this Land Registry data shows that the average values of newbuild homes have increased by 65% whilst existing homes have increased by 42%.

4.10 The rate of sales (i.e. sales per month) in the area is a little greater than the wider country, suggesting that the local market is an active market.

Figure 4.4 Sales per Month – Indexed to January 2007



Source: Land Registry (January 2024). Contains public sector information licensed under the Open Government Licence v3.0.

4.11 The rise in house prices over the last 12 or so years was, at least in part, been enabled by the historically low mortgage rates. In addition, the housing market was actively supported by the Government through initiatives such as Help-to-Buy (Help-to-Buy ended in March 2023). A Stamp Duty 'holiday' was introduced to support prices during the COVID-19 pandemic, although this was phased out between July and October 2021. Stamp duty rates were again reduced for properties at the lower end of the market and for first time buyers in the September 2022 'mini-budget'.

4.12 There is a degree of uncertainty in the housing market as reported by the RICS. The December 2023 RICS UK Residential Market Survey[28] said:

> *<u>Outlook for sales market activity continues to improve gradually</u>*
>
> - *Three and twelve-month sales expectations pick-up for a second consecutive month*
> - *Buyer enquiries indicator records the least downbeat reading since April 2022*
> - *House price declines continue to moderate at the national level, with respondents now anticipating a flat trend over the year ahead*
>
> *The December 2023 RICS UK Residential Survey results signal another gradual improvement in market sentiment over the month. Indeed, likely driven by the continued easing in mortgage interest rates during recent weeks, near-term sales expectations moved a little further into positive territory. Meanwhile, the tide seems to be turning with respect to house prices, with*

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

contributors now envisaging a largely flat trend coming through at the twelve-month time horizon.

Looking at buyer demand, the headline net balance for the new buyer enquiries indicator registered a reading of -3% in December (compared to a figure of -13% in the previous results). Moreover, this metric has now turned less negative in each of the past four months, with the latest return moving into neutral territory (defined as a net balance reading between +5% and -5%) for the first time since April 2022. Alongside this, the latest national net balance of -6% for the newly agreed sales measure also represents the least negative figure going back to early 2022. Looking ahead, near-term sales expectations continue to improve, with the December net balance edging up to +12%, building on a modestly positive reading of +7% beforehand. What's more, respondents now foresee a solid recovery in residential sales volumes emerging over the year ahead, with the latest net balance climbing to +34% (up from +24% last month). At the same time, the average length of time to complete a sale continues to shorten, with it now taking on average 18 weeks compared to a recent high of 20 weeks back in September.

With respect to supply, a generally stable trend was reported for new instructions over the month, evidenced by a flat net balance reading of +1% being recorded. In keeping with this, the average number of homes currently listed for sale on estate agents book remained at 39 for a second consecutive month, albeit this has risen from 34 properties at the start of 2023. Nevertheless, current stock levels remain relatively low when viewed in a longer term historical comparison (inventory levels have averaged 51 homes per branch over the past fifteen years).

The headline house price gauge posted a net balance reading of -30% in December, which compares with readings of -41% and -60% in November and October respectively. As such, this continues to suggest that the downward pressure on prices is diminishing, with the latest reading in fact the least negative since November 2022. Even so, most regions still exhibit negative readings for this metric at present. Continuing to run counter to the aggregate trend however, respondents in Northern Ireland once again noted an increase in house prices during the latest survey period.

Going forward, near-term price expectations remain marginally negative, albeit the December reading of -13% again points to an anticipated easing in the pace of price declines relative to last month's net balance of -23%. Significantly, over the year ahead, respondents now foresee house prices stabilising at the national level (posting a net balance of zero vs -10% previously). The latest feedback on house price expectations remains varied across different parts of the UK, although respondents based in Northern Ireland, the North West of England and Scotland do anticipate prices moving higher on a twelve-month view.

In the lettings market, tenant demand rose over the month according to a net balance of +17% of survey participants (part of the non-seasonally adjusted monthly rental market dataset). It is worth noting however that demand growth appears to have softened noticeably over recent months, as the net balance for this indicator has moderated in five straight survey reports (down from a recent high of +59% back in July). Nevertheless, with landlord instructions remaining scarce, having declined continuously over the past year, a lack of properties available on the lettings market continues to underpin rental prices. Consequently, a net balance of +50% of respondents expect rents to continue to rise over the near-term, with longer term projections now pointing to a near 4% increase over the year ahead and for rental growth to average 5% per annum over the next five years.

4.13 The housing market and wider economy has been through, various uncertainties, including that of the COVID-19 pandemic and Brexit. A range of views as to the impact on house prices of the pandemic and Brexit were expressed which covered nearly the whole spectrum of possibilities, but the general consensus was that there would be a fall in house prices. As can be seen from the above, prices actually increased substantially. The pandemic, Brexit and more recently Russia's invasion of Ukraine, all add uncertainty. It is not possible to predict the impact of these, however HM Treasury brings together some of the forecasts in its regular *Forecasts for the UK economy: a comparison of independent forecasts* report.

Table 4.1 Consolidated House Price Forecasts

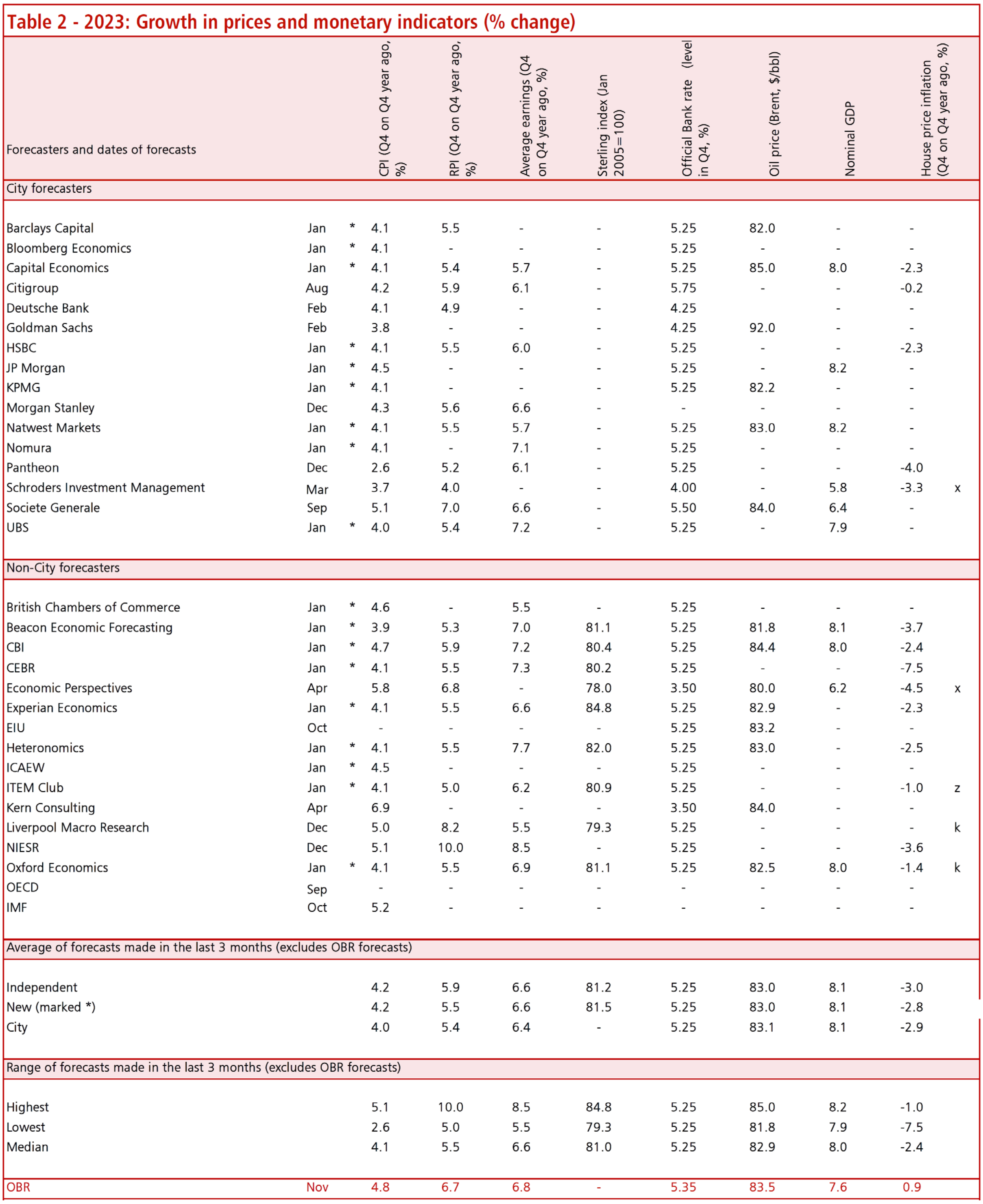


Table 2 - 2023: Growth in prices and monetary indicators (% change)

Forecasters and dates of forecasts			CPI (Q4 on Q4 year ago, %)	RPI (Q4 on Q4 year ago, %)	Average earnings (Q4 on Q4 year ago, %)	Sterling index (Jan 2005=100)	Official Bank rate (level in Q4, %)	Oil price (Brent, $/bbl)	Nominal GDP	House price inflation (Q4 on Q4 year ago, %)	
City forecasters											
Barclays Capital	Jan	*	4.1	5.5	-	-	5.25	82.0	-	-	
Bloomberg Economics	Jan	*	4.1	-	-	-	5.25	-	-	-	
Capital Economics	Jan	*	4.1	5.4	5.7	-	5.25	85.0	8.0	-2.3	
Citigroup	Aug		4.2	5.9	6.1	-	5.75	-	-	-0.2	
Deutsche Bank	Feb		4.1	4.9	-	-	4.25		-	-	
Goldman Sachs	Feb		3.8	-	-	-	4.25	92.0	-	-	
HSBC	Jan	*	4.1	5.5	6.0	-	5.25	-	-	-2.3	
JP Morgan	Jan	*	4.5	-	-	-	5.25	-	8.2	-	
KPMG	Jan	*	4.1	-	-	-	5.25	82.2	-	-	
Morgan Stanley	Dec		4.3	5.6	6.6	-	-	-	-	-	
Natwest Markets	Jan	*	4.1	5.5	5.7	-	5.25	83.0	8.2	-	
Nomura	Jan	*	4.1	-	7.1	-	5.25	-	-	-	
Pantheon	Dec		2.6	5.2	6.1	-	5.25	-	-	-4.0	
Schroders Investment Management	Mar		3.7	4.0	-	-	4.00	-	5.8	-3.3	x
Societe Generale	Sep		5.1	7.0	6.6	-	5.50	84.0	6.4	-	
UBS	Jan	*	4.0	5.4	7.2	-	5.25	-	7.9	-	
Non-City forecasters											
British Chambers of Commerce	Jan	*	4.6	-	5.5	-	5.25	-	-	-	
Beacon Economic Forecasting	Jan	*	3.9	5.3	7.0	81.1	5.25	81.8	8.1	-3.7	
CBI	Jan	*	4.7	5.9	7.2	80.4	5.25	84.4	8.0	-2.4	
CEBR	Jan	*	4.1	5.5	7.3	80.2	5.25	-	-	-7.5	
Economic Perspectives	Apr		5.8	6.8	-	78.0	3.50	80.0	6.2	-4.5	x
Experian Economics	Jan	*	4.1	5.5	6.6	84.8	5.25	82.9	-	-2.3	
EIU	Oct		-	-	-	-	5.25	83.2	-	-	
Heteronomics	Jan	*	4.1	5.5	7.7	82.0	5.25	83.0	-	-2.5	
ICAEW	Jan	*	4.5	-	-	-	5.25	-	-	-	
ITEM Club	Jan	*	4.1	5.0	6.2	80.9	5.25	-	-	-1.0	z
Kern Consulting	Apr		6.9	-	-	-	3.50	84.0	-	-	
Liverpool Macro Research	Dec		5.0	8.2	5.5	79.3	5.25	-	-	-	k
NIESR	Dec		5.1	10.0	8.5	-	5.25	-	-	-3.6	
Oxford Economics	Jan	*	4.1	5.5	6.9	81.1	5.25	82.5	8.0	-1.4	k
OECD	Sep		-	-	-	-	-	-	-	-	
IMF	Oct		5.2	-	-	-	-	-	-	-	
Average of forecasts made in the last 3 months (excludes OBR forecasts)											
Independent			4.2	5.9	6.6	81.2	5.25	83.0	8.1	-3.0	
New (marked *)			4.2	5.5	6.6	81.5	5.25	83.0	8.1	-2.8	
City			4.0	5.4	6.4	-	5.25	83.1	8.1	-2.9	
Range of forecasts made in the last 3 months (excludes OBR forecasts)											
Highest			5.1	10.0	8.5	84.8	5.25	85.0	8.2	-1.0	
Lowest			2.6	5.0	5.5	79.3	5.25	81.8	7.9	-7.5	
Median			4.1	5.5	6.6	81.0	5.25	82.9	8.0	-2.4	
OBR	Nov		4.8	6.7	6.8	-	5.35	83.5	7.6	0.9	

Source: Forecasts for the UK economy: a comparison of independent forecasts No438 (HM Treasury, January 2024).

4.14 Property agents Savills are forecasting the following changes in house prices.

Table 4.2 Savills Residential Price Forecasts

	2024	2025	2026	2027	2028	5 Year
Mainstream UK	-3.0%	3.5%	5.0%	6.5%	5.0%	17.9%
Mainstream East Midlands	-2.5%	4.0%	5.5%	6.5%	5.0%	19.6%
Prime Midlands/ North	-1.0%	4.0%	5.5%	7.0%	4.5%	21.5%
UK Rents	6.0%	3.5%	3.0%	2.5%	2.0%	18.1%

Source: UK Housing Market Update (November 2023)[29], Savills Spotlight: Prime Residential Property Forecasts (November 2023)[30] and Savills Mainstream Rental Forecasts[31]

4.15 In this context is relevant to note that the Nationwide Building Society reported in December 2023:

> ***House prices fall 1.8% over the course of 2023***
>
> - *House prices down 1.8% compared with a year ago*
> - *Northern Ireland and Scotland the only parts of the UK to see prices rise in 2023*
> - *East Anglia the weakest performing region with prices down 5.2% over the year*

Headlines	Dec-23	Nov-23
Monthly Index*	517.5	517.8
Monthly Change*	0.0%	0.2%
Annual Change	-1.8%	-2.0%
Average Price (not seasonally adjusted)	£257,443	£258.557

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

4.16 The regional data suggests that the annual change in the East Midlands was -3.2% in quarter to December 2023 and by -5.5% over previous quarter.

4.17 The Halifax Building Society reported a more positive picture in December 2023:

Average house price	Monthly change	Quarterly change	Annual change
£287,105	+1.1%	+1.2%	+1.7%

> *UK house prices rise for third consecutive month*
>
> - *Average house prices rose by +1.1% in December, the third monthly rise in arow*

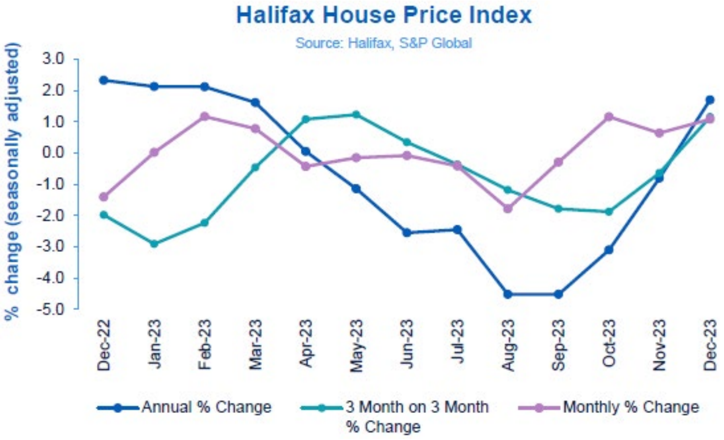
---

[29] Savills UK | Regional Performance: Cycles and Inflection points

[30] Savills UK | Outer prime London and prime regional forecasts

[31] Savills UK | Mainstream Rental Forecasts

- *Property prices grew +1.7% overall in 2023*
- *Typical UK home now costs £287,105, just over £3,000 more than last month*
- *House prices predicted to fall by between -2% and -4% in 2024*
- *South East England continues to see most downward pressure on house prices*



4.18 There is clearly uncertainty in the market, and the substantial growth reported over the last few years seems unlikely to continue.

The Local Market

4.19 A survey of asking prices across the Council area was carried out in June 2023. This research was based on the Council's Settlement Hierarchy:

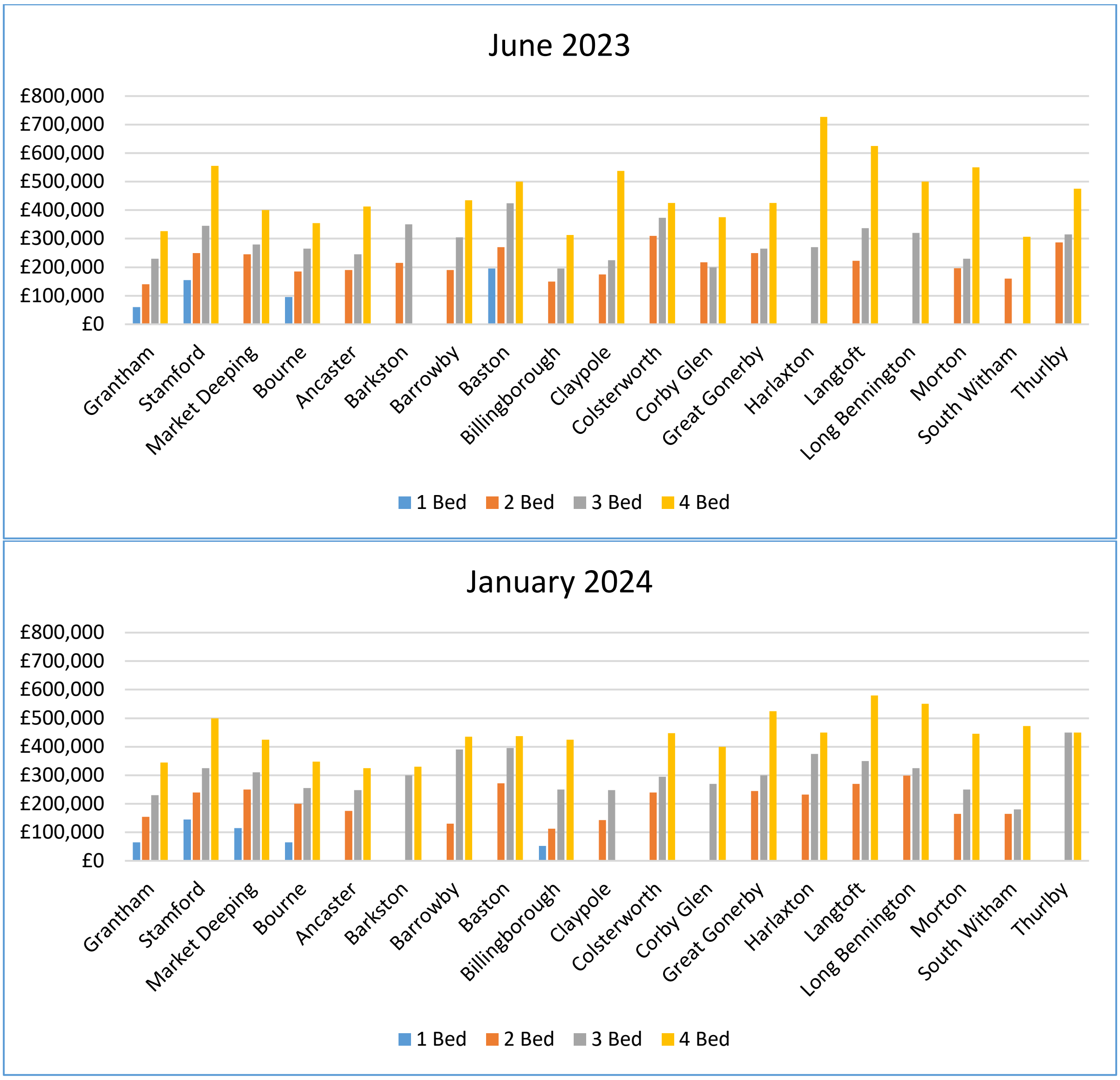
Table 4.3 SKDC Settlement Hierarchy

Category	Settlements
Market Towns	Grantham, Stamford, Bourne, The Deepings
Larger Villages	Ancaster, Barkston, Barrowby, Baston, Billingborough, Caythorpe and Frieston, Claypole, Colsterworth, Corby Glen, Great Gonerby, Harlaxton, Langtoft, Long Bennington, Morton, South Witham, Thurlby and Northorpe

Source: SKDC

4.20 Through using online tools such as rightmove.co.uk and zoopla.co.uk, median asking prices were estimated.

Figure 4.5 Median Asking Prices (£)



Source: Rightmove.co.uk (October 2023)

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

Price Paid Data

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

Table 4.4 Landmark Data Sources

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

Source: Landmark

4.23 This data includes the records 7,106 sales since the start of 2020. Of these, floor areas are available for 6,430 sales and the number of bedrooms is available for 3,278 sales. There is a significant delay in the Land Registry updating the dataset, with only 16 sales recorded in since the start of 2022.

Table 4.5 Landmark Data – Sample Size

Newbuild			
	Count of Sale Value	Count of Price per sqm	Count of Price per bedroom
2020	200	200	1
2021	186	186	0
2022	16	16	0
2023	0	0	0
Sub Total	**402**	**402**	**1**
Non Newbuild			
	Count of Sale Value	Count of Price per sq/m	Count of Price per bedroom
2020	1,764	1,536	942
2021	2,730	2,459	1,317
2022	1,894	1,733	891
2023	316	300	127
Sub Total	**6,704**	**6,028**	**3,277**
TOTAL	**7,106**	**6,430**	**3,278**

Source: Landmark (June 2023)

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

a. 7, 6,and 5 bed houses and flats with a recorded sale price of less than £240,000. The least expensive 5 bed home currently for sale has an asking price of £270,000.

b. 4 bed houses and flats with a recorded sale price of less than £160,000. The least expensive 4 bed house currently for sale has an asking price of £220,000.

c. 3 bed houses with a recorded sale price of less than £100,000. The least expensive 3 bed house currently for sale has an asking price of £120,000.

d. 3 bed flats with a recorded sale price of less than £100,000. The least expensive 3 bed flat currently for sale has an asking price of £140,000.

e. 2 bed houses with a recorded sale price of less than £80,000. The least expensive 2 bed house currently for sale has an asking price of £99,950.

f. 2 bed flats with a recorded sale price of less than £75,000. The least expensive 2 bed flat currently for sale has an asking price of £90,000.

g. 1 bed houses with a recorded sale price of less than £55,000. The least expensive 1 bed house currently for sale has an asking price of £150,000.

h. 1 bed flats with a recorded sale price of less than £65,000. The least expensive 1 bed flat currently for sale has an asking price of £75,000.

i. Detached houses with a value of less than £140,000. The least expensive detached house currently for sale has an asking price of £174,0250.

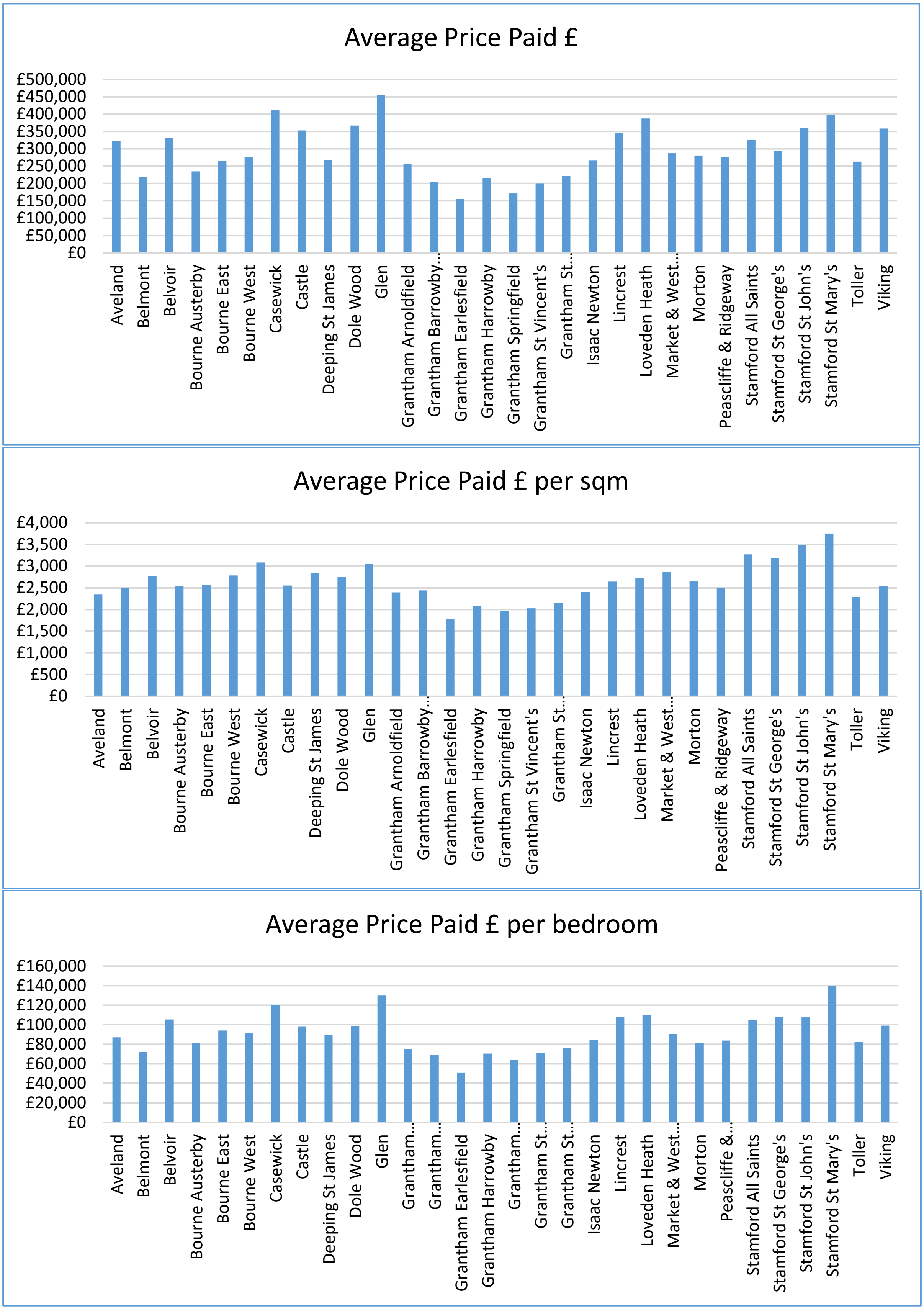
j. Flats with a value of less than £50,000. The least expensive flat currently for sale has an asking price of £60,000.

k. Semi-detached houses with a value of less than £85,000. The least expensive semi-detached house currently for sale has an asking price of £105,000.

4.25 It is assumed that many of the very inexpensive homes are either in a very poor condition, or wrongly classified as market homes when they are actually affordable homes. Those homes with a value of more than £7,000per sqm or less than £1,300per sqm are also removed. Overall, the average value is £2,640per sqm.

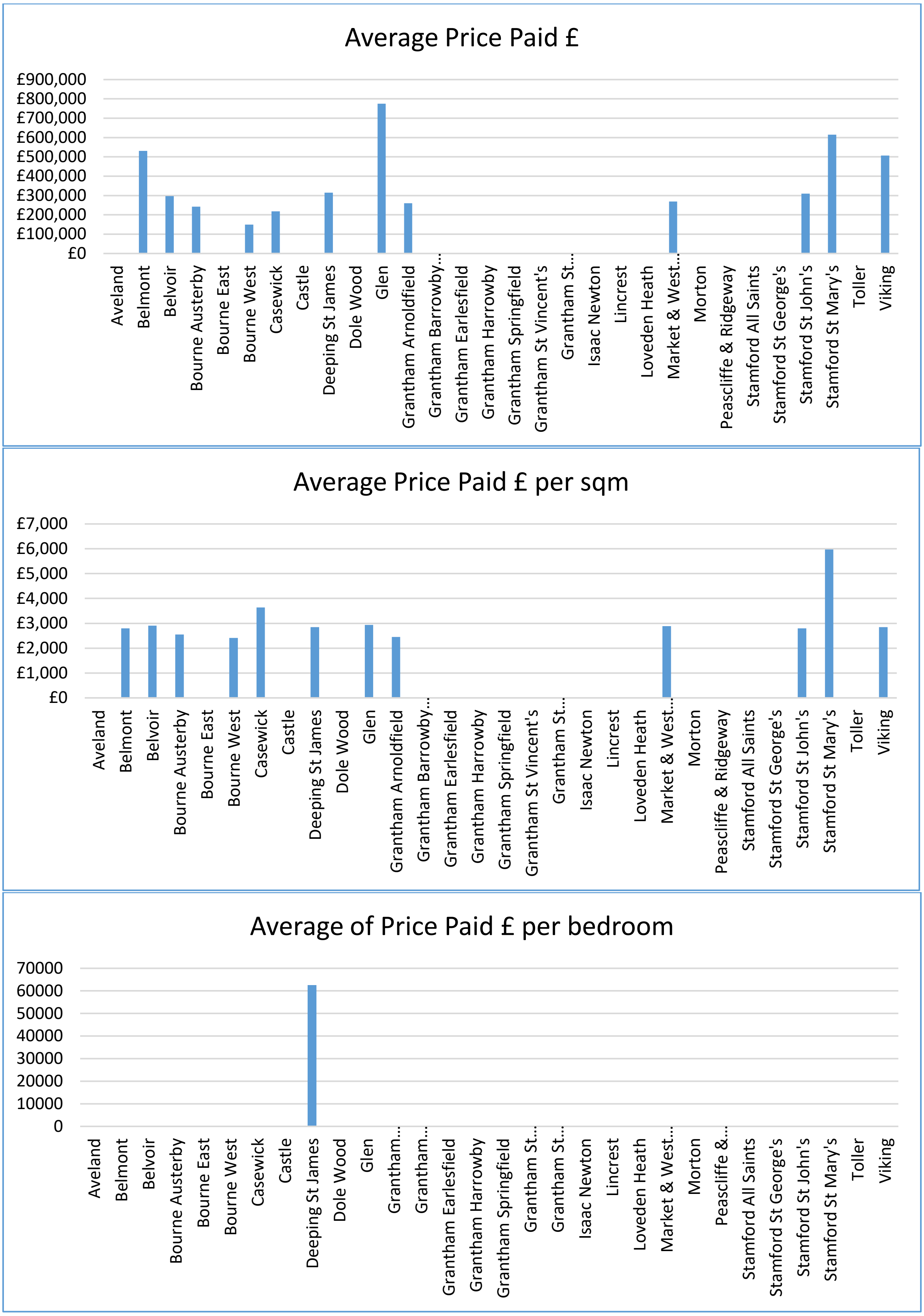
4.26 The full data tables are set out in **Appendix 6** below. This data can be disaggregated by year and between newbuild and existing homes.

Figure 4.6 Average Prices – All Properties



Source: Landmark (June 2023)

Figure 4.7 Median Prices – Newbuild Properties



Source: Landmark (June 2023).

4.27 This data shows that, on average, newbuild homes are similarly prices to existing homes. Houses are over 115% more expensive than flats, but when considered on a £per sqm basis, the difference is less, at about 15%. Generally, it would be expected to find that flats are less expensive than houses, as they tend to be smaller, but also that they tend to be more expensive when considered on a £per sqm basis.

4.28 Bearing in mind the lack of recent data, in January 2024 the Land Registry's Price Paid Data was reviewed. There are now 117 newbuild sales recorded from the 1st January 2022. These have been married with the floor areas (Gross Internal Area – GIA) from the EPC Register. This additional data is summarised as follows:

Table 4.6 Price Paid by Post Town – 1st January 2022 to 4th January 2024

	Detached	Flat	Semi-detached	Terraced	ALL
Count					
BOURNE	20	2	9	9	40
DEEPING ST JAMES	13	0	11	3	27
GRANTHAM	26	0	8	0	34
HARROWBY	1	0	0	1	2
LONG BENNINGTON	11	0	0	0	11
MARKET DEEPING	0	1	0	0	1
STAMFORD	0	0	0	1	1
SKDC Count	**71**	**3**	**28**	**14**	**116**
Average of Price Paid					
BOURNE	£306,648	£133,500	£247,886	£226,556	£266,748
DEEPING ST JAMES	£356,921		£252,545	£222,500	£299,462
GRANTHAM	£319,261		£266,198		£306,775
HARROWBY	£695,000			£650,000	£672,500
LONG BENNINGTON	£560,455				£560,455
MARKET DEEPING		£146,000			£146,000
STAMFORD				£335,000	£335,000
SKDC Average	**£365,263**	**£137,667**	**£254,948**	**£263,679**	**£320,489**
Average of £ per sqm					
BOURNE	£2,677	£2,166	£2,783	£2,573	£2,652
DEEPING ST JAMES	£2,992		£3,024	£3,090	£3,016
GRANTHAM	£3,141		£2,883		£3,081
HARROWBY	£2,945			£2,610	£2,778
LONG BENNINGTON	£3,116				£3,116
MARKET DEEPING		£3,106			£3,106
STAMFORD				£4,188	£4,188
SKDC Average	**£2,976**	**£2,479**	**£2,906**	**£2,802**	**£2,925**

Source: Source: Land Registry and EPC Register (January 2024). Contains public sector information licensed under the Open Government Licence v3.0.

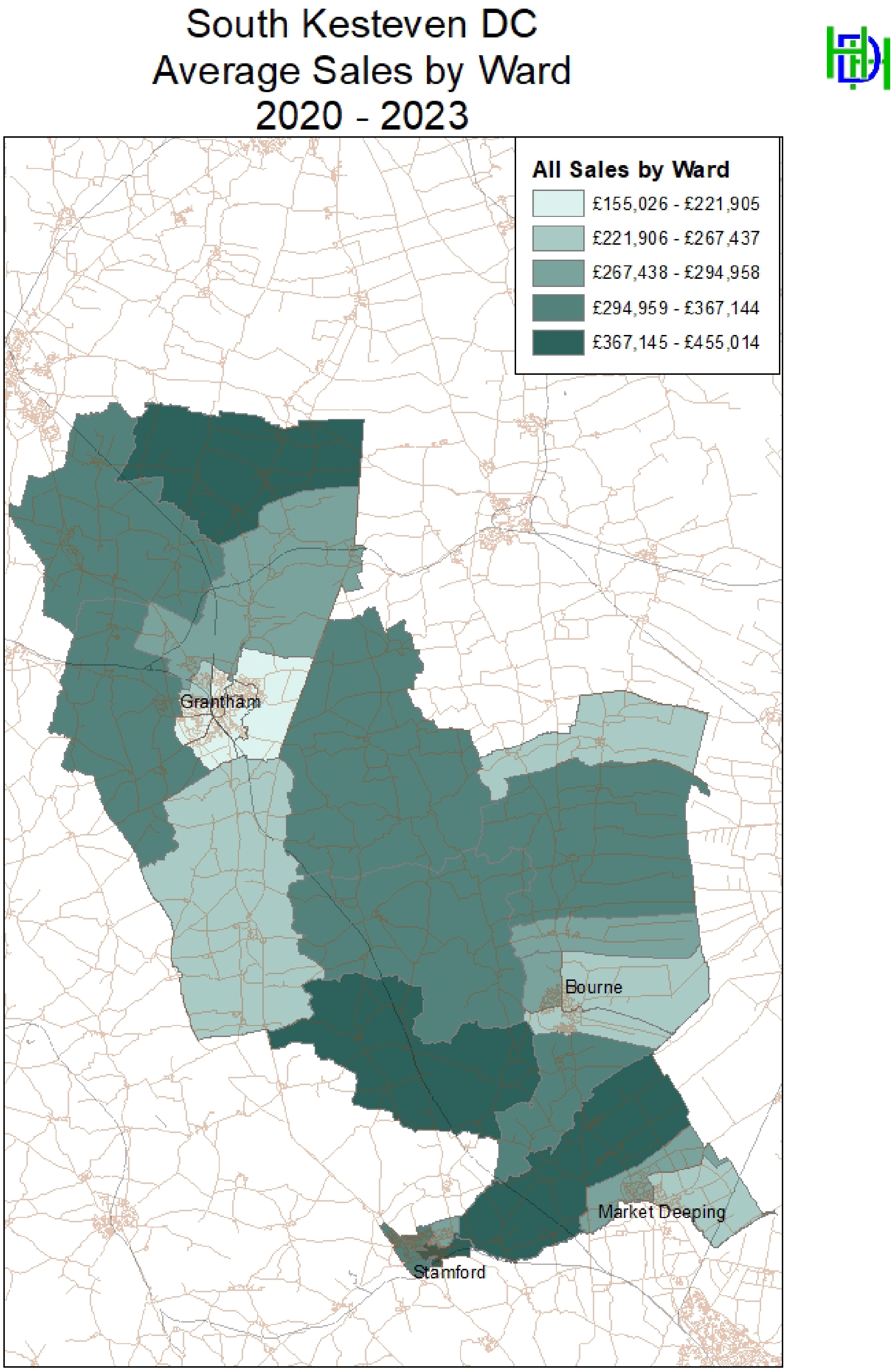
4.29 This additional data is broadly consistent with that presented previously and derived from Landmark.

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

4.31 The average price paid varies across the area as illustrated in the following maps. The second map below shows that the distribution of newbuild development is concentrated in relatively few wards:

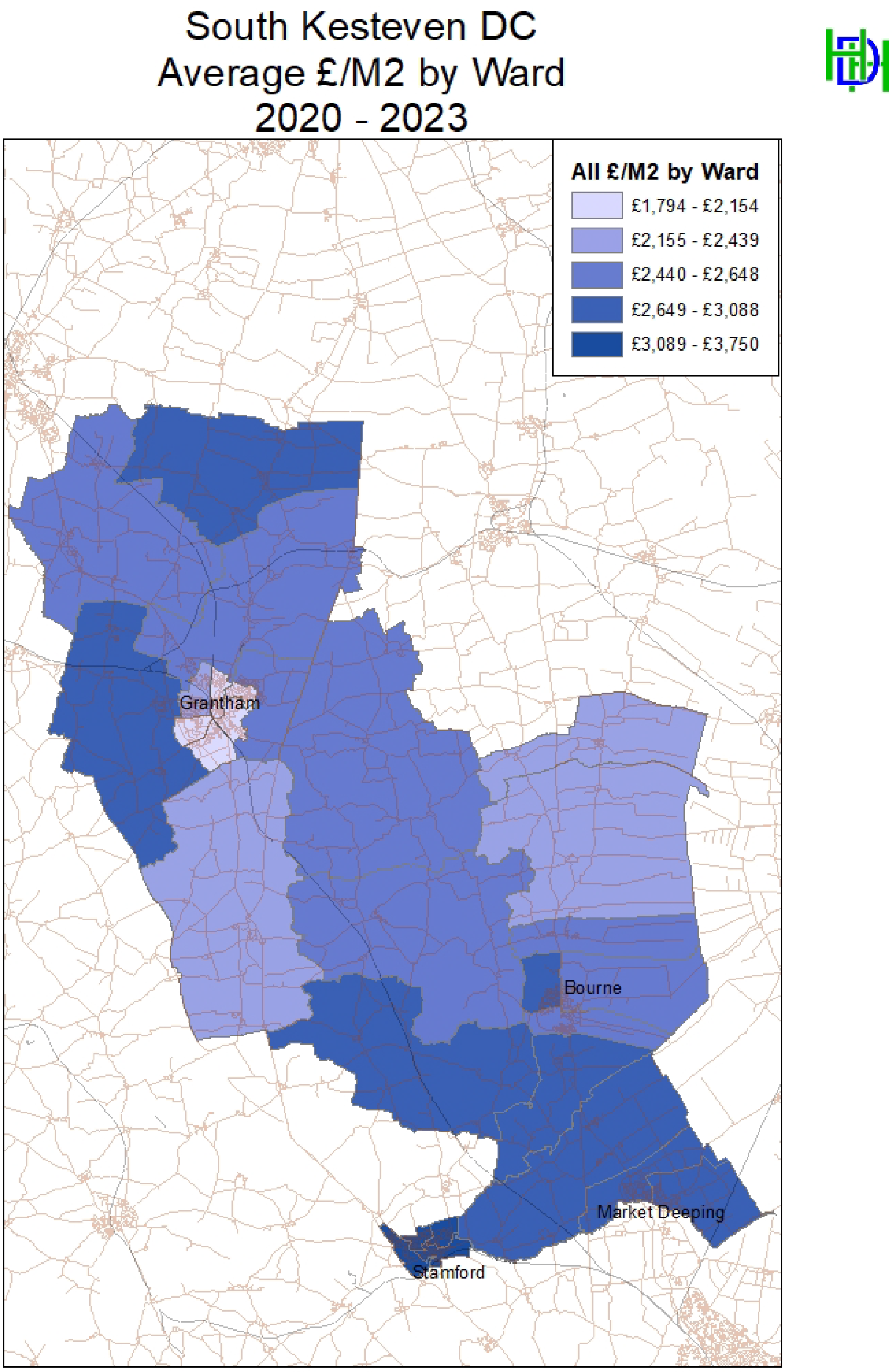
4.32 It is important to note that some of the sample sizes are small so care should be taken when considering a very fine grained approach.

Figure 4.8 Average Prices – All Sales £



Source: Landmark (June 2023). Contains public sector information licensed under the Open Government Licence v3.0.

Figure 4.9 Average Prices – All Sales £per sqm



This data covers transactions received at Land Registry from 2020 to 2023. © Crown Copyright 2023.
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Source: Landmark (June 2023). Contains public sector information licensed under the Open Government Licence v3.0.

4.33 The ONS provides data at ward level for median house prices as set out in the following table. The lack of data is a result of the limited distribution of newbuild development.

Table 4.7 Median Price Paid by Ward - Year Ending March 2023

		Detached	Semi-detached	Terraced	Flats
Bourne Austerby	Existing	£320,500	£225,000	£200,000	£116,500
	Newbuild				
Grantham Arnoldfield	Existing	£360,000	£260,000	£210,000	
	Newbuild				
Grantham St Wulfram's	Existing	£303,750	£214,500	£130,000	£110,000
	Newbuild				
Aveland	Existing	£485,000	£203,750		
	Newbuild				
Grantham Harrowby	Existing	£305,000	£180,000		
	Newbuild				
Casewick	Existing	£493,500	£245,000		
	Newbuild				
Grantham Barrowby Gate	Existing	£280,000	£197,250	£157,000	
	Newbuild				
Grantham Earlesfield	Existing		£166,500	£153,750	
	Newbuild				
Grantham Springfield	Existing	£287,500	£200,500	£178,750	£113,250
	Newbuild				
Bourne East	Existing	£350,000	£196,250	£173,995	£147,500
	Newbuild				
Isaac Newton	Existing	£375,000	£185,000	£165,000	
	Newbuild				
Lincrest	Existing	£380,000	£205,000		
	Newbuild				
Loveden Heath	Existing	£475,000			
	Newbuild				
Castle	Existing	£450,000		£175,750	
	Newbuild				
Deeping St James	Existing	£300,000	£245,000	£205,000	
	Newbuild				
Dole Wood	Existing	£470,000	£235,000		
	Newbuild				
Glen	Existing	£502,500	£242,500		
	Newbuild				
Belmont	Existing	£257,000	£185,000	£157,000	
	Newbuild				

Grantham St Vincent's	Existing	£302,500	£211,000	£140,000	£91,000
	Newbuild				
Bourne West	Existing	£326,500	£238,000	£218,250	
	Newbuild				
Belvoir	Existing	£326,500	£246,000		
	Newbuild	£317,495	£261,900		
Peascliffe & Ridgeway	Existing	£375,000	£215,000	£166,750	
	Newbuild				
Stamford St John's	Existing	£430,000	£300,000	£252,000	
	Newbuild				
Stamford All Saints	Existing	£482,100	£285,000	£250,000	
	Newbuild				
Stamford St Mary's	Existing	£585,000	£320,000	£312,500	£185,500
	Newbuild				
Market & West Deeping	Existing	£360,000	£240,500	£232,500	
	Newbuild				
Morton	Existing	£367,500	£195,000		
	Newbuild				
Stamford St George's	Existing	£440,000	£300,000	£280,000	£140,000
	Newbuild				
Toller	Existing	£370,000	£166,000	£203,000	£77,500
	Newbuild				
Viking	Existing	£460,000	£235,000		
	Newbuild				

Source: HPSSA Dataset 37 (Data Release September 2023)

Newbuild Asking Prices

4.34 This study is concerned with new development, so the key input for the appraisals is the price of new units. A survey of new homes for sale was carried out.

4.35 At the time of the initial research, in June 2023, there were 71 new homes being advertised for sale in the Council area. The analysis of these shows that asking prices for newbuild homes vary very considerably, starting at £205,000 and going up to about £515,000. The average was about £306,000. This research was refreshed in January 2024 when there were about 75 new homes being advertised for sale ranging from £197,950 to about £550,000 and with an average of about £311,700. These are summarised in the following table and set out in detail in **Appendix 7**.

Table 4.8 Average Newbuild Asking Prices £ & £per sqm – June 2023

		Detached	Flats	Semi-detached	Terraced	All
Allison Homes						
The Orchards	£	£387,498		£272,399		£305,284
	£per sqm	£2,949		£2,846		£2,875
Ashberry Homes	£	£302,457		£222,467		£278,460
	£per sqm	£2,927		£3,093		£2,977
Bourne Springs	£	£302,457		£222,467		£278,460
	£per sqm	£2,927		£3,093		£2,977
Bellway						
Abbey View	£	£304,460		£240,521		£267,163
	£per sqm	£3,101		£3,083		£3,091
The Willows	£	£297,495		£0		£297,495
	£per sqm	£3,006		£0		£3,006
DWH						
The Willows	£	£438,995		£270,162		£326,439
	£per sqm	£2,901		£3,211		£3,108
Linden Homes						
Stamford Gardens	£	£0	£245,995	£309,996	£411,497	£344,746
	£per sqm	£0	£4,316	£4,625	£4,404	£4,437
Taylor Wimpey						
Oak Spring Place	£	£335,000			£236,667	£276,000
	£per sqm	£2,939			£2,745	£2,822
All	**£**	**£330,063**	**£245,995**	**£264,769**	**£371,151**	**£306,424**
	£per sqm	**£2,978**	**£4,316**	**£3,365**	**£4,021**	**£3,430**

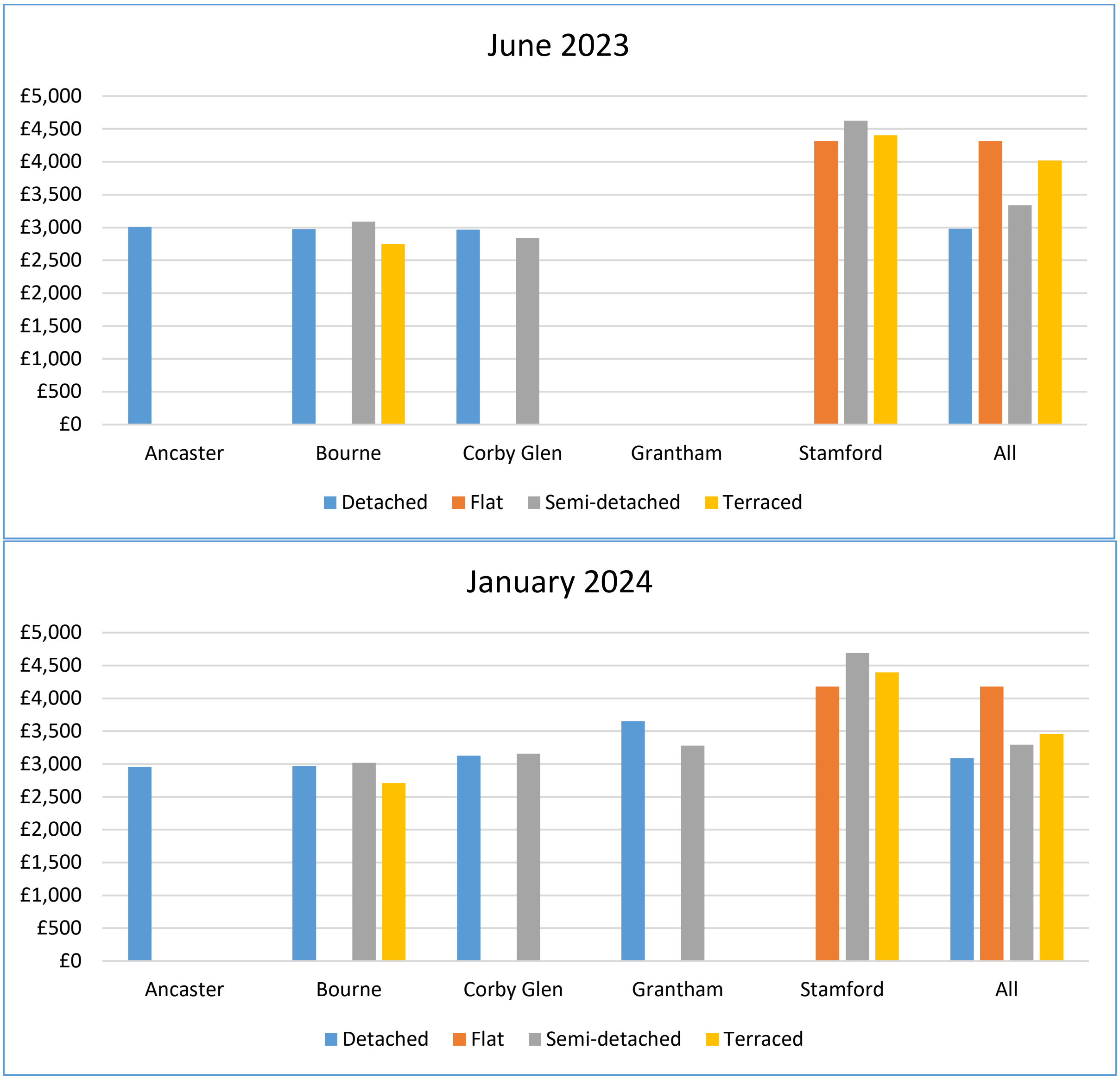
Source: Market Survey (June 2023)

Table 4.9 Average Newbuild Asking Prices £ & £per sqm – January 2024

		Detached	Flat	Semi-detached	Terraced	Grand Total
Allison Homes						
The Orchards	£	£375,000		£272,498		£306,665
	£/m^2	£3,000		£3,157		£3,104
Ashberry Homes						
Bourne Springs	£	£286,620		£218,283		£252,452
	£/m^2	£2,869		£3,032		£2,950
Barratt						
Len Pick Way	£	£331,281		£271,745		£309,631
	£/m^2	£2,903		£3,037		£2,957
Bellway						
Abbey View	£	£293,950		£237,550		£253,664
	£/m^2	£2,988		£2,886		£2,915
The Willows	£	£279,995				£279,995
	£/m^2	£2,956				£2,956
Countryside						
The Colleys	£	£346,495				£346,495
	£/m^2	£3,648				£3,648
DWH						
Pastures Place	£	£402,439				£402,439
	£/m^2	£3,155				£3,155
The Willows	£	£409,995		£204,995		£351,709
	£/m^2	£3,074		£3,534		£3,211
Linden Homes						
Stamford Gardens	£		£238,245	£299,995	£421,248	£321,632
	£/m^2		£4,180	£4,687	£4,397	£4,397
Longhurst Group						
Vista	£			£262,500		£262,500
	£/m^2			£3,281		£3,281
Taylor Wimpey						
Oak Spring Place	£	£325,000			£239,000	£263,571
	£/m^2	£3,009			£2,709	£2,795
ALL						
	£	**£353,098**	**£238,245**	**£256,798**	**£319,999**	**£311,700**
	£/m^2	**£3,090**	**£4,180**	**£3,294**	**£3,459**	**£3,266**

Source: Market Survey (January 2024)

Figure 4.10 Average Newbuild Asking Prices £per sqm – June 2023 and January 2024



Source: Market Survey (June 2023 & January 2024)

4.36 During the course of the research, sales offices and agents were contacted to enquire about the price achieved relative to the asking prices, and the incentives available to buyers. In most cases the feedback was that significant discounts are not available and were unlikely to be available. This reflects the situation found in the wider country where larger housebuilders tend to say that the asking price is the price to be paid.

4.37 Though the technical consultation it was suggested[32] that this was not the case and that incentives of 5% are now typical. HDH has investigated this further and the response from sales offices is that the asking prices have been altered to reflect the current market and only

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[32] Simon Mills of Bidwells for the Rathbone Trust.

limited incentives are available. These would normally be in the form of upgraded kitchen fittings, better carpets, or possibly a contribution towards the buyer's mortgage payments for a year.

4.38 The above data shows variance across the area, however it is necessary to consider the reason for that variance. An important driver of the differences is the situation rather than the location of a site. Based on the existing data, the value will be more influenced by the specific site characteristics, the immediate neighbours, and the environment, as well as where the scheme is located. Having said this, values in the south west of the District are substantially greater than elsewhere.

Price Assumptions for Financial Appraisals

4.39 The following residential price assumptions were used in the 2018 Viability Assessment:

Table 4.10 2018 Price Assumptions (£per sqm)

Typology	Area	£per sqm
	Northern Areas	
Larger Brownfield	Houses	2,250
	Flats	2,200
Smaller Brownfield Sites	Houses	2,250
	Flats	2,200
Greenfield	Large	2,350
	Medium	2,600
	Small	2,900
	Southern Areas	
Larger Brownfield	Houses	2,700
	Flats	3,300
Smaller Brownfield Sites	Houses	2,700
	Flats	3,300
Greenfield	Large	2,950
	Medium	3,000
	Small	3,100

Source: 2018 Viability Assessment

4.40 It is necessary to form a view about the appropriate prices for the schemes to be appraised in the study. The preceding analysis does not reveal simple clear patterns with sharp boundaries. The pattern of development expected to come forward in the future is built into the typologies (as far as possible) in an attempt to reflect the local market and housing pipeline.

4.41 Agents suggest that the principal drivers of price are the proximity to the train links to London and the situation relative to the countryside. Whist there are some marked differences in prices, a good quality modern house in a reasonable location and situation is likely to have similar value in most parts of the District.

4.42 Bringing together the evidence above (which is varied) the following approach is taken.

a) Brownfield Sites. Development is likely to be of a higher density than greenfield sites and be based around schemes of flats, semi-detached housing and terraces.

b) Flatted Schemes. This is a separate development type that is only likely to take place in central Grantham. These are modelled as conventional development and as Build to Rent (see below).

c) Greenfield Sites. These are likely to be developed as a broad mix including family housing. They are likely to include only a low proportion of flats.

Initially it was proposed that a premium value be applied to the large-scale schemes that are likely to come forward under Garden Town Principles. In this iteration of this report, no distinction is made in the modelling.

4.43 It is important to note that this is a broad-brush, high-level study to test the Council's Local Plan Review as required by the NPPF. The values between new developments and within new developments will vary considerably. No single source of data should be used in isolation, and it is necessary to draw on the widest possible sources of data. In establishing the assumptions, the prices (paid and asking) of existing homes are given greater emphasis when establishing the pattern of price difference across the area and the data from newbuild homes (paid and asking) is given greater emphasis in the actual assumption.

4.44 Care is taken not to simply attribute the values of second hand / existing homes to new homes. As shown by the data above, new homes do not always follow the values of existing homes, particularly in those areas where the existing housing stock is less aspirational. It is also necessary to appreciate that there has been a significant increase in values over the last year that is not yet reflected in the ONS data sources.

4.45 Based on prices paid, the asking prices from active developments, and informed by the general pattern of all house prices across the study area, and the wider data presented, the prices that were put to the July 2023 consultation are as in the table below.

Table 4.11 Pre-consultation Price Assumptions (£per sqm) June 2023

Typology	Area	£per sqm
Northern Areas		
Brownfield	Houses	£2,750
	Flats	£3,000
Greenfield	Large	£3,000
	Small	£3,250
Southern Areas		
Brownfield	Houses	£4,300
	Flats	£4,300
Greenfield		£4,300

Source: HDH (June 2023)

4.46 Though the technical consultation it was suggested[33] the higher price area was tightly defined around Stamford, and, for example, values in Market Deeping and Bourne are quite different to those in Stamford. A site promoter[34] and a landowner[35] made a similar point. This is agreed, however the smaller villages to the south of Grantham do achieve significantly higher values than elsewhere. Various data sources were referred to, and concern expressed with the level of increase. As set out earlier in this chapter, the Land Registry shows that the average price paid for newbuild homes in SKDC have increased by 56% whilst existing homes have increased by 40% since the 2018 assessment and that the above assumptions are broadly in line with those increases in the southern area.

4.47 It was suggested[36] [37] that urban / rural distinctions should be made, rather than greenfield / brownfield and clarity was sought in relation any premiums attributed to Garden Town principles.

4.48 In this January 2024 iteration of the study, the updated and supplemented data is taken into account, and the following assumptions derived.

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[33] Simon Mills of Bidwells for the Rathbone Trust.

[34] Sarah Gregory of Savills for David Wilson Homes re land at Harlaxton and at Harrowby Lane.

[35] Sarah Gregory of Savills for the Crown Estate re land around Billingborough and Pointon

[36] Sarah Gregory of Savills for David Wilson Homes re land at Harlaxton and at Harrowby Lane.

[37] Sarah Gregory of Savills for the Crown Estate re land around Billingborough and Pointon

Table 4.12 Price Assumptions (£per sqm) – January 2024

	Area	£per sqm
Northern Areas – Typologies		
Brownfield	Houses	£2,750
	Flats	£3,000
Greenfield	Large	£3,300
	Small	£3,300
Southern Area – Typologies		
Brownfield	Houses	£4,300
	Flats	£4,300
Greenfield		£4,300
Strategic Sites		
Great Gonerby	Green	£3,300
Grantham	Green	£3,300
Grantham	Green	£3,300
Grantham	Green (MOD)	£3,300
Stamford	Green	£4,300
The Deepings	Green	£3,100
Bourne	Green	£3,100

Source: HDH (January 2024)

4.49 A landowner[38] welcomed the acknowledgement that the market is uncertain. Sensitivity testing has been carried out.

Ground Rents

4.50 Over the last 20 or so years many new homes have been sold subject to a ground rent. Such ground rents have recently become a controversial and political topic. In this study, no allowance is made for residential ground rents[39].

Build to Rent

4.51 Whist the Council has not seen Build to Rent in the District, this is a growing development format, that is subject to specific guidance within the PPG. The Build to Rent sector is a different sector to mainstream housing.

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[38] Andrew Russell-Wilks of Godrey-Payton for Buckminster Estates.

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

4.52 The value of housing that is restricted to being Private Rented Sector (PRS) housing is different to that of unrestricted market housing. The value of the units in the PRS (where their use is restricted to PRS and they cannot be used in other tenures) is, in large part, the worth of the income that the completed let unit will produce. This is the amount an investor would pay for the completed unit or scheme. This will depend on the amount of the rent and the cost of managing the property (letting, voids, rent collection, repairs etc.).

4.53 In estimating the likely level of rent, a survey of market rents across the area has been undertaken.

Table 4.13 Median Asking Rents Advertised on Rightmove (£/month)

June 2023	**1 Bed**	**2 Bed**	**3 Bed**	**4 Bed**
Grantham	£567	£698	£850	£1,050
Stamford	£725	£1,075	£1,250	£2,512
Market Deeping		£850	£950	£2,000
Bourne	£600	£725	£1,100	£1,300
January 2024	**1 Bed**	**2 Bed**	**3 Bed**	**4 Bed**
Grantham	£585	£737	£875	£1,250
Stamford	£775	£995	£1,200	£1,650
Market Deeping		£975	£1,200	£1,500
Bourne	£875	£875	£995	£1,300

Source: Rightmove.co.uk (June 2023 and January 2024)

4.54 Rents are relatively consistent across the area, other than in Stamford where they are higher. It is important to note that the above rents are for all units across the market. It is likely that Build to Rent units are to be amongst the highest quality in the market, offering high quality and reliable management and a greater certainty of tenure.

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

Table 4.14 Rents reported by the VOA – South Kesteven - October 2022 to September 2023

	Count of rents	Mean	Lower quartile	Median	Upper quartile
Room	30	£485	£433	£520	£520
Studio	20	£433	£347	£445	£513
1 Bedroom	190	£505	£395	£475	£595
2 Bedroom	660	£682	£579	£675	£775
3 Bedroom	650	£812	£696	£800	£900
4+ Bedroom	150	£1,244	£950	£1,200	£1,500

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

4.56 The rents reported in January 2024 are about 10% more than those reported in the previous iteration of the report.

4.57 In calculating the value of PRS units it is necessary to consider the yields Several sources of information have been reviewed. Savills in its UK Build to Rent Market Update February 2023 suggests prime Regional Rents of about 4.0% (the more recent iterations do not report an equivalent figure). CBRE is reporting multifamily prime yields of 3.60% to 4.50% in its *UK Property Market Figures Q2 2023*.

4.58 Initially, having considered a range of sources, a net yield of 4.25% was assumed, being at the cautious end of the range. Through the technical consultation was suggested[40] that 4.25% was now too low and does not reflect the recent changes in this regard, and that 4.75% to 5.25% was now appropriate. Bearing in mind that Build to Rent is not an established market in SKDC, a yield of 4.75% is now used.

4.59 In considering the rents to use in this assessment it is necessary to appreciate that much of the existing rental stock is relatively poor, so new PRS units are likely to have rental values that are well in excess of the averages, with yields that are below the averages.

4.60 The assessment of value is based on a net rent basis, having allowed 20% for costs.

Table 4.15 Capitalisation of Private Rents

	1 bed	2 bed	3 bed
Gross Rent (£/month)	£595.00	£775.00	£900.00
Gross Rent (£/annum)	£7,140	£9,300	£10,800
Net Rent (£/annum)	£5,712	£7,440	£8,640
Value	£120,253	£156,632	£181,895
m^2	50	70	84
£per sqm	£2,405	£2,238	£2,165

Source: HDH (January 2024)

4.61 This approach derives a value for private rent, under Build to Rent, of £2,270per sqm or so.

4.62 As set out in Chapter 2 above, and highlighted through the December 2022 consultation process, the PPG includes specific reference to the Build to Rent Sector:

> *How does viability assessment apply to the build to rent sector?*
>
> *The economics of build to rent schemes differ from build for sale as they depend on a long term income stream. For build to rent it is expected that the normal form of affordable housing provision will be affordable private rent. Where plan makers wish to set affordable private rent proportions or discount levels at a level differing from national planning policy and guidance,*

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[40] Sarah Gregory of Savills for David Wilson Homes re land at Harlaxton and at Harrowby Lane.

> *this can be justified through a viability assessment at the plan making stage. Developers will be expected to fully comply with build to rent policy requirements.*
>
> *PPG 10-019-20190509*

4.63 It is assumed that affordable housing within Build to Rent schemes is as 'affordable private rent' with a worth of 80% of the market rented units.

4.64 The Council is not making specific allocations for this type of housing so there are no specific sites to test.

Affordable Housing

4.65 A core output of this assessment is advice as to the level of the affordable housing requirement, so it is necessary to estimate the value of such housing. In this assessment it is assumed that affordable housing is constructed by the site developer and then sold to a Registered Provider (RP).

4.66 In the *2018 Viability Study* affordable housing was assumed to have the following values:

a.	Social Rent	£965per sqm
b.	Affordable Rent	£1,000per sqm
c.	Affordable Home Ownership	65% market value (Starter Homes 80%)

4.67 The values of affordable housing have been reconsidered from first principles.

Social Rent

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

Table 4.16 General Needs (Social Rent)

Average weekly net rent (£ per week) by unit size for South Kesteven - Large PRPs[41]				**£ per week**	
Unit Size	**Net rent**	**Formula rent**	**Service charge**	**Gross rent**	**Unit count**
Non-self-contained	-	-	-	-	-
Bedsit	£74.56	£71.01	£9.29	£83.85	2
1 Bedroom	£80.55	£78.46	£7.77	£88.22	156
2 Bedroom	£92.75	£90.39	£6.67	£98.62	662
3 Bedroom	£100.55	£100.31	£2.84	£102.86	374
4 Bedroom	£111.61	£110.11	£3.75	£114.99	50
5 Bedroom	-	-	-	-	-
6+ Bedroom	-	-	-	-	-
All self-contained	£94.30	£92.64	£5.64	£99.23	1,244
All stock sizes	**£94.30**	**£92.64**	**£5.64**	**£99.23**	**1,244**
Owned stock. Large PRPs only - unweighted. Excludes Affordable Rent and intermediate rent, but includes other units with an exception under the Rent Policy Statement. Stock outside England is excluded.					

Source: Table 9, SDR 2023 – Data Tool[42]

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

---

[41] PRPs are providers of social housing in England that are registered with RSH and are not Local Authorities. This is the definition of PRPs in the Housing and Regeneration Act 2008.

[42] Private registered provider social housing stock in England - GOV.UK (www.gov.uk)

Table 4.17 Capitalisation of Social Rents

	1 Bedroom	2 Bedrooms	3 Bedrooms	4 Bedrooms
Rent (£/week)	£349	£402	£436	£484
Rent (£/annum)	£4,189	£4,823	£5,229	£5,804
Net Rent	£3,351	£3,858	£4,183	£4,643
Value	£83,772	£96,460	£104,572	£116,074
m^2	50	70	84	97
£per sqm	£1,675	£1,378	£1,245	£1,197

Source: HDH (June 2023)

4.70 On this basis, a value of £1,310 per sqm across the study area would be derived. Through the technical consultation a housebuilder[43] confirmed that 30% to 46% of market value was appropriate.

Affordable Rent

4.71 Under Affordable Rent, a rent of no more than 80% of the market rent for that unit can be charged. The value of the units is, in large part, the worth of the income that the completed let unit will produce. This is the amount an investor (or another RP) would pay for the completed unit.

4.72 In estimating the likely level of Affordable Rent, a survey of market rents across the District has been undertaken as set out under the Built to Rent section above.

4.73 As part of the reforms to the social security system, housing benefit / local housing allowance is capped at the 3rd decile of open market rents for that property type, so in practice Affordable Rents are unlikely to be set above these levels. The cap is set by the Valuation Office Agency (VOA) by Broad Rental Market Area (BRMA). Where this is below the level of Affordable Rent at 80% of the median rent, it is assumed that the Affordable Rent is set at the LHA Cap. The whole of the Borough is within the Grantham & Newark BRMA or the Peterborough BRMA.

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[43] Sarah Gregory of Savills for David Wilson Homes re land at Harlaxton and at Harrowby Lane.

Table 4.18 BRMA LHA Caps (£/week)

	Grantham & Newark BRMA	Lincoln BRMA	Lincolnshire Fens BRMA	Peterborough BRMA
Shared Accommodation	£85.00	£66.25	£66.50	£65.59
One Bedroom	£86.30	£97.81	£100.11	£110.47
Two Bedrooms	£111.62	£117.37	£132.33	£136.93
Three Bedrooms	£132.33	£132.33	£149.59	£159.95
Four Bedrooms	£182.96	£172.60	£172.60	£207.12

Source: VOA (June 2023 / January 2024)

4.74 These caps are generally less than the Affordable Rents being charged as reported in the most recent HCA data release (although this data covers both newbuild and existing homes).

Table 4.19 Affordable Rent General Needs

Average weekly gross rent (£ per week) and unit counts by unit size for South Kesteven	**£ per week**	
Unit Size	**Gross rent**	**Unit count**
Non-self-contained	-	-
Bedsit	-	-
1 Bedroom	£94.02	52
2 Bedroom	£117.42	244
3 Bedroom	£132.99	94
4 Bedroom	£165.10	13
5 Bedroom	£147.15	1
6+ Bedroom	-	-
All self-contained	£119.64	404
All stock sizes	**£119.64**	**404**
Owned stock. All PRPs owning Affordable Rent units - unweighted. Stock outside England is excluded.		

Source: Table11, SDR 2023 – Data Tool[44]

4.75 The rents can be summarised as follows.

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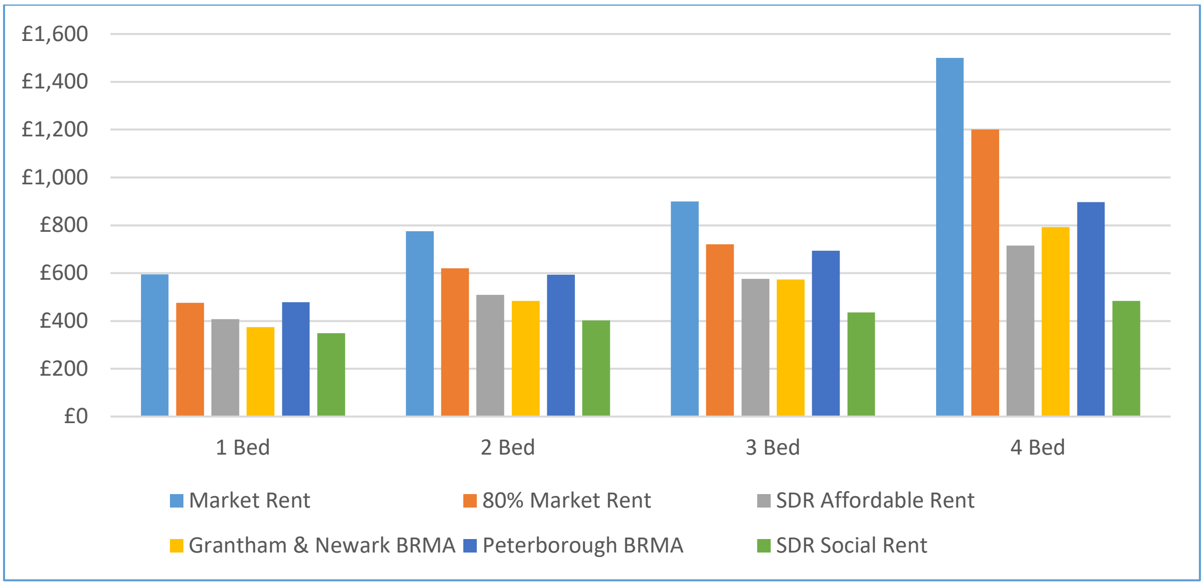
[44] Private registered provider social housing stock in England - GOV.UK (www.gov.uk)

Figure 4.11 Rents by Tenure – £/Month



Source: Market Survey, SDR and VOA (January 2024)

4.76 Initially, in calculating the value of Affordable Rent, an allowance was made of 10% management costs, 4% voids and bad debts and 6% repairs, and the income was capitalised at 4.5%. It is assumed that the Affordable Rent is no more than the LHA cap. On this basis affordable rented property has the following worth.

Table 4.20 Capitalisation of Affordable Rents

	1 Bedroom	2 Bedrooms	3 Bedrooms
Gross Rent (£/month)	£373.97	£483.69	£573.43
Gross Rent (£/annum)	£4,488	£5,804	£6,881
Net Rent	£3,590	£4,643	£5,505
Value	£89,752	£116,085	£137,623
m2	50	70	84
£per sqm	£1,795	£1,658	£1,638

Source: HDH (January 2024)

4.77 Using this method to assess the value of affordable housing, under the Affordable Rent tenure, a value of £1,700per sqm is derived. Through the technical consultation a housebuilder[45] confirmed that 40% to 62% of market value was appropriate.

---

[45] Sarah Gregory of Savills for David Wilson Homes re land at Harlaxton and at Harrowby Lane.

4.78 In relation to affordable housing, a landowner[46] commented that the price assumptions may vary. This is accepted, however it is necessary to make an assumption that is typical, in a study of this type.

Affordable Home Ownership

4.79 Intermediate products for sale include Shared Ownership and shared equity products[47] as well as First Homes. A value of 70% of open market value for these units has been assumed. These values were based on purchasers buying an initial 30% share of a property and a 2.75%[48] per annum rent payable on the equity retained. The rental income is capitalised at 4% having made a 2% management allowance.

4.80 In November 2020, the Government undertook a consultation around the standard Shared Ownership model, the outcome of which was announced in April 2021

a. A reduction in the minimum first tranche share to 10%.

b. The ability of shared owners to staircase by 1% annually for up to 15 years, at a value based on the original purchase price uprated by the local House Price Index (and a reduction in the minimum staircasing threshold from 10% to 5%).

c. A ten-year 'repair free period' during which the landlord would fund repairs worth up to £500 per year, with a one-year rollover, with the shared owner responsible for undertaking repairs.

4.81 Discussions with RPs suggest that, having taken this change in to account, values are unlikely to fall significantly. Through the technical consultation a housebuilder[49] confirmed that 70% of market value was appropriate.

4.82 In relation to First Homes, initially these are modelled subject to a 30% discount and a £250,000 cap. A range of discounts and caps will be tested.

Older People's Housing

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

> ***Retirement living or sheltered housing****: This usually consists of purpose-built flats or bungalows with limited communal facilities such as a lounge, laundry room and guest room. It does not generally provide care services, but provides some support to enable residents to live*

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[46] Andrew Russell-Wilks of Godrey-Payton for Buckminster Estates.

[47] For the purpose of this assessment, it is assumed that the 'affordable home ownership' products, as referred to in paragraph 64 of the NPPF, fall into this definition,

[48] A rent of up to 3% may be charged – although we understand that in this area 2.75% is more usual.

[49] Sarah Gregory of Savills for David Wilson Homes re land at Harlaxton and at Harrowby Lane.

independently. This can include 24 hour on-site assistance (alarm) and a warden or house manager.

Extra care housing or housing-with-care: *This usually consists of purpose-built or adapted flats or bungalows with a medium to high level of care available if required, through an onsite care agency registered through the Care Quality Commission (CQC). Residents are able to live independently with 24 hour access to support services and staff, and meals are also available. There are often extensive communal areas, such as space to socialise or a wellbeing centre. In some cases, these developments are known as retirement communities or villages - the intention is for residents to benefit from varying levels of care as time progresses.*

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

4.85 A typical price of a 3 bed semi-detached home has been taken as a starting point. On this basis it is assumed Sheltered and Extracare Housing has the following worth:

Table 4.21 Worth of Sheltered and Extracare

Grantham			
	Area (m^2)	£	£per sqm
3 bed semi-detached		220,000	
1 bed Sheltered	50	165,000	3,300
2 bed Sheltered	75	220,000	2,933
1 bed Extracare	65	206,250	3,173
2 bed Extracare	80	275,000	3,438
Stamford			
3 bed semi-detached		300,000	
1 bed Sheltered	50	225,000	4,500
2 bed Sheltered	75	300,000	4,000
1 bed Extracare	65	281,250	4,327
2 bed Extracare	80	375,000	4,688
Bourne			
3 bed semi-detached		240,000	
1 bed Sheltered	50	180,000	3,600
2 bed Sheltered	75	240,000	3,200
1 bed Extracare	65	225,000	3,462
2 bed Extracare	80	300,000	3,750
Market Deeping			
3 bed semi-detached		250,000	
1 bed Sheltered	50	187,500	3,750
2 bed Sheltered	75	250,000	3,333
1 bed Extracare	65	234,375	3,606
2 bed Extracare	80	312,500	3,906

Source: HDH (January 2024)

4.86 A review of older people's schemes within the District was undertaken. As there are no current schemes within the District, research was undertaken beyond the District's boundaries. McCarthy Stone have several schemes advertising units:

Table 4.22 McCarthy Stone Schemes

Catherine Place, Melton Mowbray						
	Beds	Floor	sq m	Asking Price	£ per sqm	Rent
4	2	G	77.48	£305,850	£3,947	
17	2	1	75.16	£312,850	£4,162	
27	2	1	77.48	£305,850	£3,947	
32	1	2	59.36	£226,450	£3,815	
42	1	2	52.77	£235,000	£4,453	
19	2	1	77.27			£3,150
Wisteria Place, Burton Joyce						
33	1	1	54.00			£1,555
Saxon Gardens, Oakham						
19	2	1	77.27			£3,150

Source: www.mccarthyandstone.co.uk (June 2023)

4.87 Churchill Living has a scheme at Ruddington, to the south of Nottingham, however asking prices are not available.

4.88 Arkwood Living has a scheme at The Avenues, Lord Hawke Way, Newark. Several of the units within the scheme are reserved for over 60s. The Budby is a 2 bedroom flat of 72 sqm and the Oddingham is a 2 bedroom dormer bungalow of 96 sqm. All these units are sold and the prices are not available.

4.89 Gusto Homes are advertising The Beaufields, at Collingham (between Newark and Lincoln):

- 51 sqm, 1 bedroom flats are being advertised from £175,000 - £3,431 per sqm.
- 68.9 sqm, 2 bedroom flats are being advertised from £230,000 - £3,338 per sqm.
- 80.9 sqm, 2 bedroom flats are being advertised from £258,000 - £3,189 per sqm.
- 2 bedroom bungalows are being advertised at £275,000 and £290,000.

4.90 Drawing on the above, values of £4,300 per sqm and £4,600 per sqm have been assumed for Sheltered and Extracare housing in Stamford and values of £3,500 per sqm and £3,800 per sqm have been assumed for Sheltered and Extracare housing in Grantham and the wider District.

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

5. Non-Residential Market

5.1 This chapter sets out an assessment of the markets for non-residential property, providing a basis for the assumptions of prices to be used in financial appraisals for the sites tested in the assessment. There is no need to consider all types of development in all situations – and certainly no point in testing the types of schemes that are unlikely to come forward as planned development. In this assessment the larger format office and industrial uses have been considered.

5.2 Market conditions broadly reflect a combination of national economic circumstances and local supply and demand factors. However, even within the South Kesteven area, there will be particular localities, and ultimately, site-specific factors, that generate different values and costs.

National Overview

5.3 The various non-residential markets in the District reflects national trends. An improved sentiment has been reported in the press:

> ***Market activity remains subdued given current lending conditions and fragile economic outlook***
>
> - *Headline occupier and investor demand metrics remain in negative territory#*
> - *Secondary market rents and capital values anticipated to fall further over the year to come*
> - *58% of respondents still perceive the market to be in a downturn phase, while 24% sense conditions are consistent with the bottom of the cycle*
>
> *The Q3 2023 RICS UK Commercial Property Monitor results remain relatively downbeat, with tighter financial conditions and a sluggish economic backdrop weighing on activity across both the investor and occupier markets. Perhaps ominously for the market going forward, more than 75% of contributors envisage pressure on corporate cash-flows to intensify over the next year (as captured by an additional question included in the Q3 survey). That said, while the outlook for rents and capital values is still slightly negative at the all-property average level, this masks a somewhat better performance anticipated across prime vs secondary markets as well as for some alternative sectors.*
>
> ***Occupier Market***
>
> *The headline occupier demand indicator posted a net balance reading of -12% in Q3, down marginally compared to a figure of -10% previously. As such, this measure continues to signal a modest overall decline in occupier demand. When disaggregated, both the office and retail sectors exhibit a clearly negative trend in tenant demand, posting respective net balances of -19% and -25%. For industrials meanwhile, the latest net balance of +3% is pointing to a stalling in demand growth over the quarter and represents the softest reading since Q2 2020.*
>
> *In terms of availability, respondents continue to cite an increase in overall vacant space in both the office and retail sectors. On the back of this, the use of incentive packages (such as rent free periods) continues to climb, evidenced by net balances of +40% of respondents reporting an increase in inducements for offices and +34% for retail. For the industrial sector, a much flatter picture for both vacancies and incentives is being reported, albeit this marks a noteworthy turnaround on the near continuous decline in availability over much of the past decade.*
>
> *Looking ahead, twelve-month rental growth projections remain mixed across the various sub-sectors tracked. At the stronger end of the spectrum, a net balance of +46% of survey participants foresee a continued pick-up in prime industrial rents over the year to come (albeit these expectations have moderated significantly compared to recent years). At the same time,*

> *secondary industrial rents are also anticipated to rise modestly. Across the office sector, the divide between prime and secondary remains stark, with anecdotal comments from respondents frequently highlighting the disparity. While prime offices are anticipated to deliver a small uplift in rental values over the year ahead (net balance +21%), rents are seen falling relatively sharply across secondary office space (net balance -47%). For the retail sector, a net balance of -13% of respondents ex prime rents to fall, with the outlook altogether more downbeat across secondary retail (net balance -51%).*
>
> *When viewed at a broad regional level, rental growth expectations for the coming twelve months broadly match those recorded across the UK in aggregate. For London however, there is a slight distinction in that prime office and prime retail rental projections are modestly stronger than the national average.*
>
> ***Investment market***
>
> *Investor demand trends were again subdued at the headline level during Q3. Indeed, the all-property investment enquiries series posted a net balance of -21%, representing the fifth consecutive quarter in which this indicator has been in negative territory. Looking at the sector level data, while the Q3 net balance of zero for industrials points to a generally flat picture for investment enquiries (marginally improved on -2% seen last quarter), the latest readings remain altogether more downbeat for offices and retail at -33% and -35% respectively. What's more, the overseas investment demand numbers point to a continued decline in interest from international buyers across all sectors.*
>
> *In keeping with the weak demand backdrop, twelve-month capital value projections remain negative, to a greater or lesser degree, across most traditional market segments. Secondary office and retail values are seen suffering the sharpest declines (in net balance terms), although the outlook is also negative for values across their prime counterparts (albeit more modestly so). Prime industrial values are anticipated to see a slight increase over the year ahead however, with the latest net balance rising to +26% from +10% previously. That said, the outlook is flat to marginally negative for secondary industrial values.*
>
> *Away from the more traditional market segments, sectors such as data centres, aged care facilities, student housing and life sciences are all expected to post positive capital value growth in the year to come. What's more, twelve-month projections were upgraded in each instance compared to the Q2 results. By way of contrast, capital values across the leisure sector are anticipated to come under downward pressure over the year ahead.*
>
> *Despite the relatively more resilient outlook in some pockets of the market, the overall view on conditions remains downbeat. 58% of respondents still perceive the market to be in a downturn phase of the cycle, although this is slightly lower than the share of 68% who were this opinion beforehand. Significantly though, there was an increase (from 15% to 24%) in the proportion of contributors sensing the market may have reached its floor.*
>
> *RICS – Q3-2023 – UK Commercial Property Monitor*

Key Markets in South Kesteven

5.4 The Council is in the process of updating its *Employment Land Study,* an early draft of which has been provided. This includes a detailed commentary of the various market sectors that will not be repeated here.

5.5 As with the housing market, the various non-residential markets in South Kesteven reflect national trends, but there are local factors that underpin the market. South Kesteven is influenced by its proximity to large cities in the East Midlands, Cambridgeshire and Lincolnshire. The A1, A15, A52 and A607 provide strategic transport routes which provide important economic opportunities for the District. The strategy is to focus economic development on Grantham in the first instance, and then the other three market towns and the A1 corridor. The main commercial areas of consideration for this analysis are:

Grantham
Bourne
Stamford
The Deepings

5.6 Grantham has several significant business parks, and Stamford less so. There are logistics and industrial sites throughout the length of the A1. Having said this, activity occurs across the District, with most of the area being actively farmed. The industrial / logistics sectors are active and attractive, particularly for the larger ’sheds’ for which there is particular demand. The office sector primarily serves local business, rather than national firms.

5.7 Various sources of market information have been analysed, the principal sources being the local agents, research published by national agents, and through the Estates Gazette’s Property Link website (a commercial equivalent to Rightmove.co.uk). In addition, information from CoStar (a property industry intelligence subscription service) has been used. Much of this commercial space is ‘second hand’ and not of the configuration, type and condition of new space that may come forward in the future, so is likely to command a lower rent than new property in a convenient well accessed location with car parking and that is well suited to the modern business environment. This chapter considers the value of newly developed office and industrial sites.

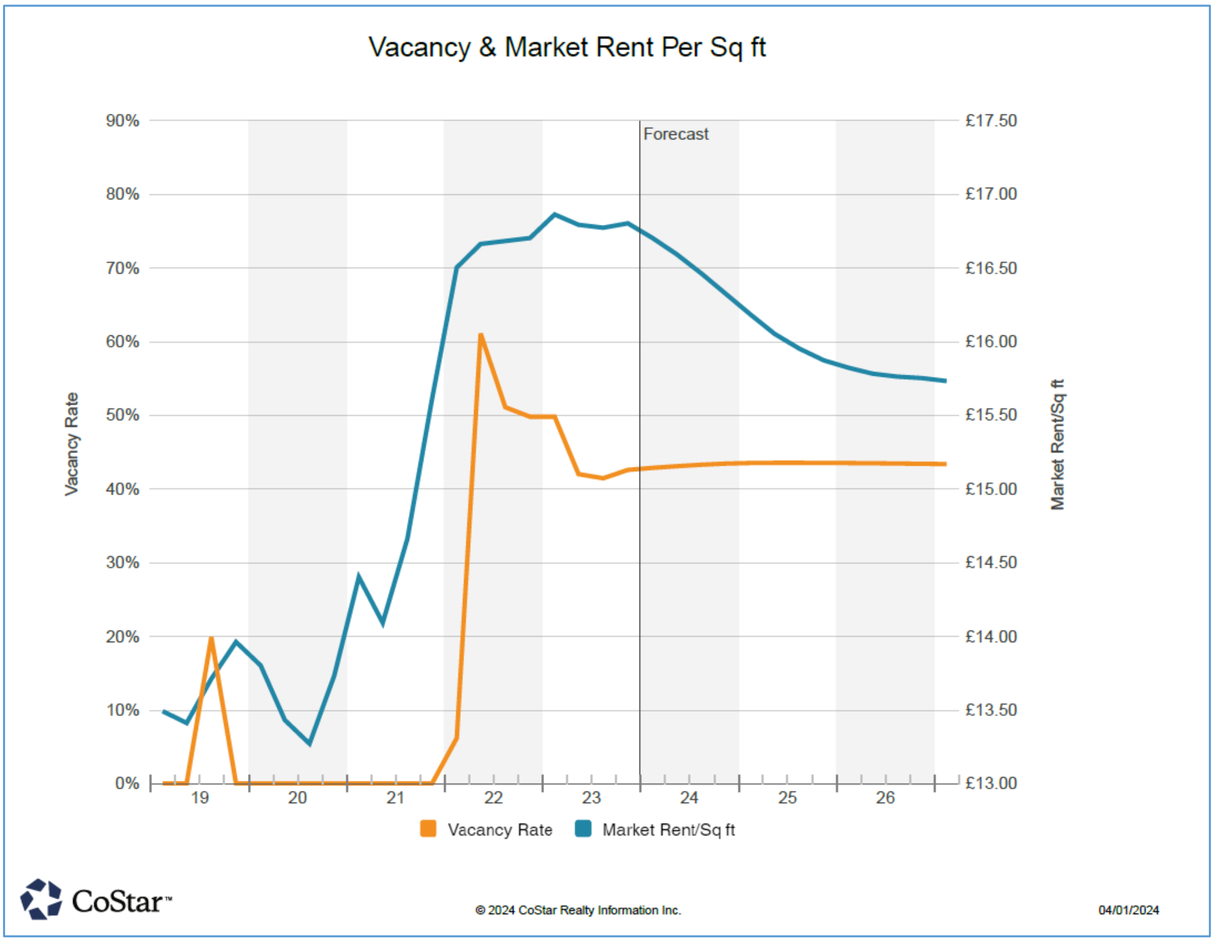
5.8 **Appendix 8** includes the relevant CoStar reports.

Offices

5.9 Offices tend to be mixed with other uses, either in the town centres, or within the older industrial areas. Limited, large scale, purpose-built space has come forward on the business parks, there are however a significant number of conversions of older industrial (mill type) and agricultural buildings.

5.10 CoStar data is based on limited data (a small sample), but generally shows that vacancy rates increased at the time of the COVID 19 pandemic and remain high. This is not reflective of feedback from agents in the area who suggest that that demand remains for good quality modern space, however older space that does not meet reasonable energy performance standards is difficult to let.

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



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

5.11 The the *Employment Land Study* (AECOM, March 2023) reported Market Rents of £113.34 per sqm per year and Asking Rents of £95.05 per sqm per year (2022 Q2). There was limited availability of modern space in June 2023, and this remains unchanged in January 2024. Typically asking rents are around £100 per sqm per year, however the best units are about double this, for example in Finkin Street, Grantham. There are several units available at the Bennington Business Park, the asking rent is £270 per sqm per year, although this does seem be somewhat higher than rents more widely.

5.12 CoStar is currently reporting average rents (for all types of office), of about £138 per sqm per year. On the whole, these buildings are not modern offices that are best suited to current work practices, and several of the sample include elements of industrial and storage space. Newer offices with good transport access and with a flexible layout, are most likely to be around £200per sqm per year. There is little differentiation for size.

5.13 The yield for office uses reported by CoStar is 6% but is based on a small sample. Having said this, this aligns with wider experience as new larger, purpose-built offices, with ample parking, let to a sound tenant, would be expected to derive a yield of 6% or so in a market such as the East Midlands area. Smaller offices would attract a higher yield as these are likely to be less attractive to investors.

5.14 In this regard a site promoter[50] commented:

> *We have had regard to the CoStar Market Report for Lincolnshire which we feel is more appropriate than the wider East Midlands market report along with the South Kestevan submarket report. Having regard to these Market Reports and our own experience, we would make the following observations/recommendations on the values/yields adopted.*
>
> *The Office market is still struggling following the Covid pandemic. In our experience Office rents in the region are closer to £160/sqm and Office Central and Office park yields should be in the region of 7% - 7.5% as an average and smaller Office Yields are in the region of 7.5% - 8%.*

5.15 In this iteration of this report yields of 7%, 6.5% and 8% are used for central offices, park offices and smaller offices respectively. On this basis, new office development would have a value of £2,670 per sqm on central offices, £2,890 per sqm on park offices and £2,315per sqm on smaller office units (having allowed for a rent free / void period of 12 months).

Industrial and Logistics

5.16 The emphasis of the industrial and logistics market along major transport corridors such as the A1 has changed over the last 10 or so years. In the past it has been focused on serving the needs of local businesses within the area, but more recently there has been a growth in logistics and manufacturing, such as the Bennington Business Park, at Gonerby Moor to the north of Grantham. A particular characteristic of the South Kesteven market is some large industrial use, in the open countryside (some of which are disused airfields).

5.17 CoStar data also shows a steady increase in rents over the last five years in the industrial sector. Local agents report that reasonable industrial space remains in strong demand.

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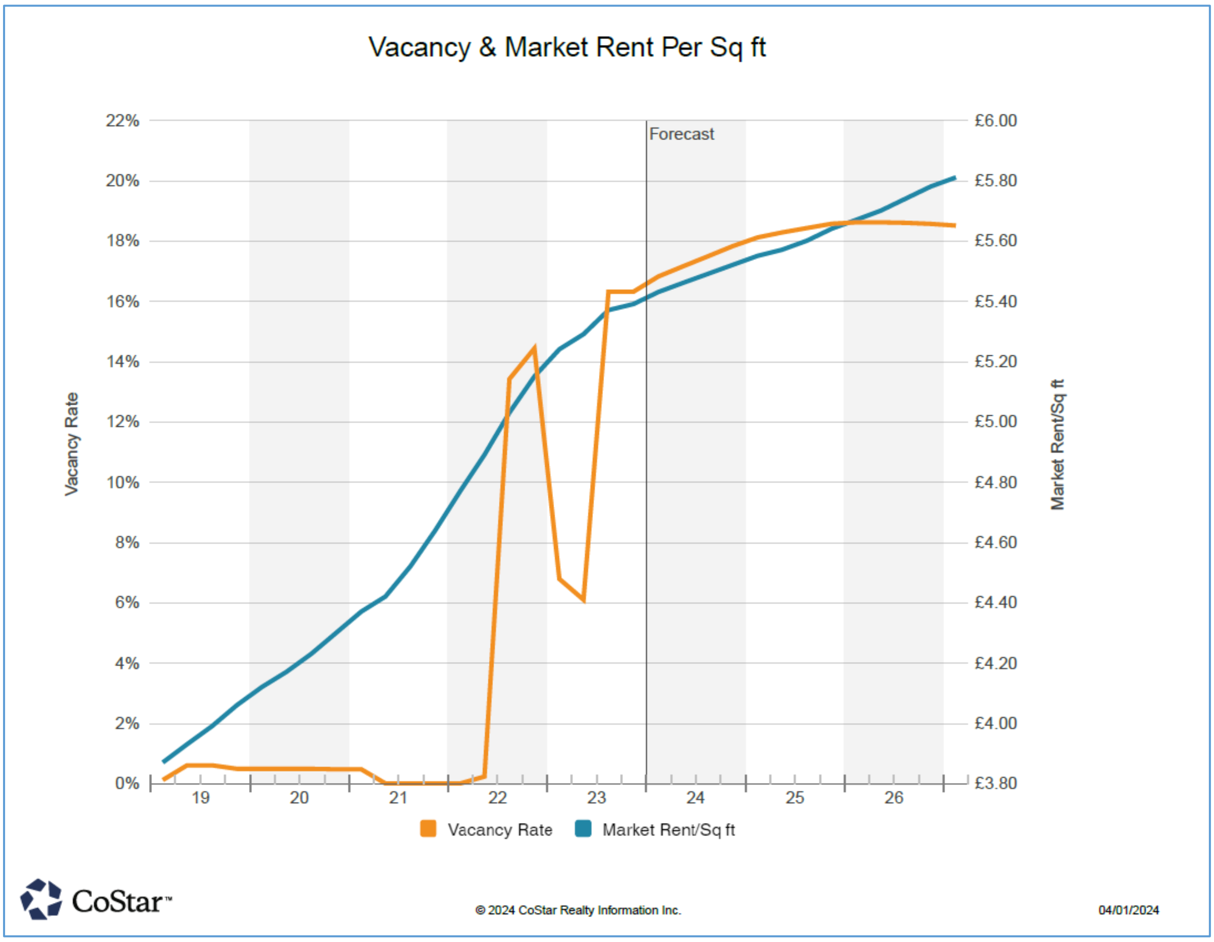
[50] E Matthews of Fisher German for DIO re Prince William of Gloucester Barracks.

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



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5.18 The *Employment Land Study* (AECOM, March 2023) reported the following rents:

	E(g)(iii)	*B3*	*B9*	***All Industrial***
Market Rent (£/sqm)	£65.44	£74.38	£59.74	**£64.37**
Asking Rent (£/sqm)	£64.69	£60.71	£45.96	**£47.36**

Source: Table 5.10, Early draft of the *Employment Land Study* (AECOM, March 2023)

5.19 Typically asking rents are around in the £40 per sqm per year to £65 per sqm per year range, however the better and newer units are around £90 per sqm per year.

5.20 CoStar is currently reporting average rents (for all types of unit), of about £60 per sqm, although median rents are a little more at £64 per sqm per year. On the whole, these buildings are not modern space that are best suited to current work practices. Asking prices vary considerably, with units being advertised from less than £40 per sqm per year (e.g. Hollis Road), to over £125 per sqm per year (e.g. Harlaxton Road). Newer industrial space with good transport access and with a flexible layout, are most likely to be around £80 per sqm per year (a reduced assumption from £90 per sqm/year put forward in July 2023).

5.21 The yield for industrial uses reported by CoStar is about 6%. Again, this aligns with wider experience as the expectation is that new larger, purpose-built industrial, with ample parking, let to a sound tenant, would derive a yield of 6% or so in a market such as the East Midlands area.

5.22 Very large units have been considered in more detail as this is currently an area of particular activity in much of the District. If this type of development were to come forward, it is only likely to be with ready access to the A1. The market is a national market so wider data has been drawn on.

5.23 Through the technical consultation, a landowner[51] commented that yields had risen as a result of rising interest rates. In addition, a site promoter[52] commented that the reports quoted *’relate to the prime logistics market along the M1 and A14 corridors. However, logistics along the A1 is still a relatively emerging market and is presently fuelled by availability, workforce and cheaper rents compared with the M1/A14 corridors*'. They went on to comment that the figures quoted above relate to the 2022 market, rather than the current market.

5.24 The following section has been refreshed drawing on the latest data.

a. Savills, in *Big Shed Briefing* (Savills, July 2023), reports rents of £9.75/sqft in the East Midlands. A prime investment yields, on a national basis, of about 5% for multi-let units and for distribution is given.

b. CBRE, in *UK Logistics Market Summary Q3 2023* (CBRE, October 2023) reports the following for prime ‘Big Box’ rent in the East Midlands submarket of £9.50/sqft) (5.25% NIY).

c. Knight Frank, in *Logic: Midlands Q3 2023 Review*, 2022 review*,* reports prime rents of £11/sqft and yields of 5.5%.

5.25 In this regard a site promoter[53] commented:

> *We have had regard to the CoStar Market Report for Lincolnshire which we feel is more appropriate than the wider East Midlands market report along with the South Kestevan submarket report. Having regard to these Market Reports and our own experience, we would make the following observations/recommendations on the values/yields adopted. …..*
>
> *…. The Logistics rents and yields are also too strong in our opinion. The industrial and logistics market has been very strong but yields and rents have softened over the past 6-12 months. Additionally, South Kestevan is not a prime logistics location therefore we would expect rent to be closer to £90per sqm and yields in the region of 5.5% - 6%.*
>
> *Similarly, the Industrial rents should be in the region £80per sqm and yields at 7%.*

---

[51] Andrew Russell-Wilks of Godrey-Payton for Buckminster Estates.

[52] Katie Gulliver of Mulberry Land re logistics uses.

[53] E Matthews of Fisher German for DIO re Prince William of Gloucester Barracks.

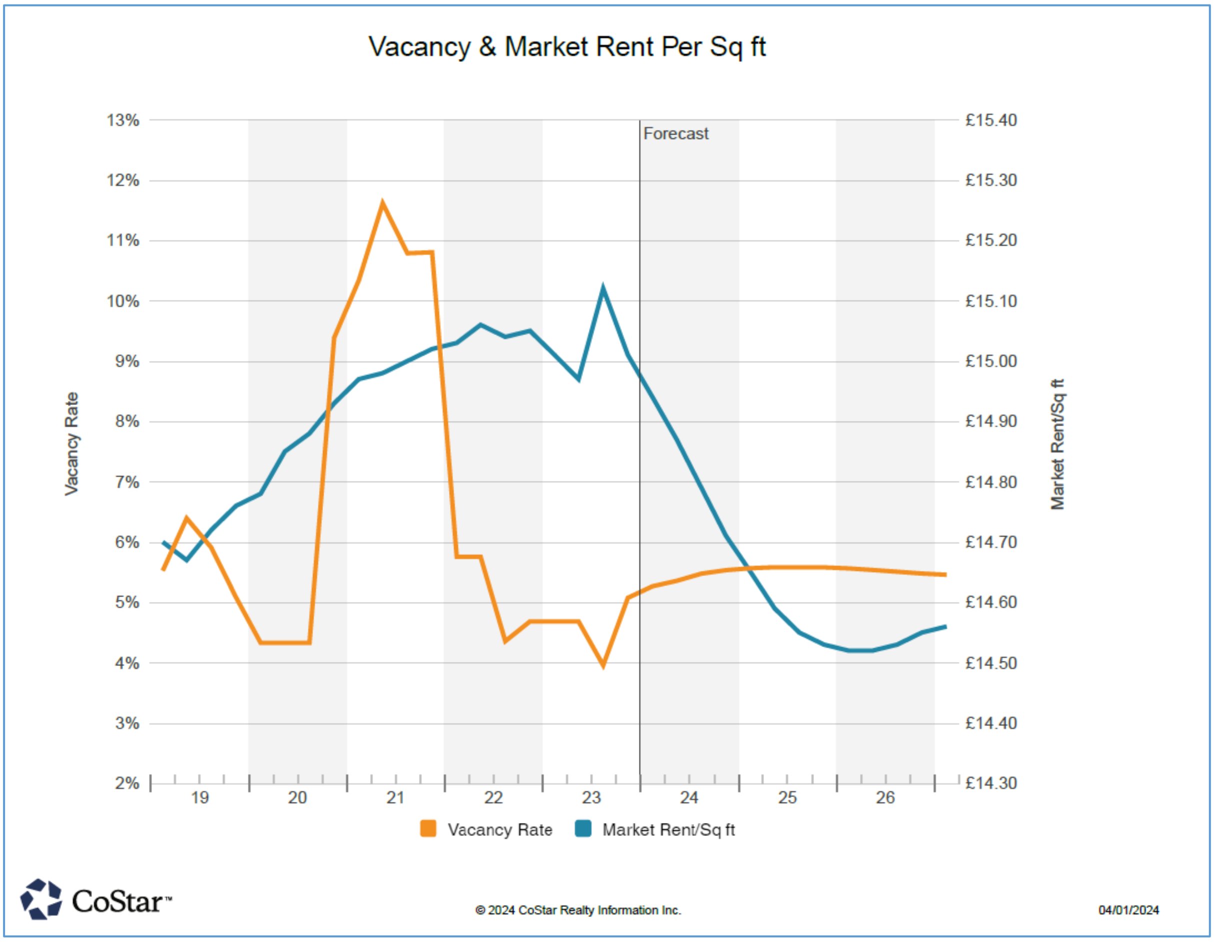
5.26 Based on the above comments and refreshed information values of the values have been updated to £1,260 per sqm for larger industrial space, £1,070 per sqm for smaller industrial units and £2,000 per sqm for large scale logistics uses.

Retail

5.27 It is important to note that the Council is not anticipating significant new retail development coming forward in Grantham, Stamford or Bourne town centres, and it is likely that there will be some consolidation of the shopping areas. Beyond some local provision within the potential strategic sites, the Council is not anticipating that retail development will come forward over the plan-period.

5.28 The CoStar data records low levels of vacancies, despite the COVID-19 pandemic, but average rents are shown to have decreased over the last few years.

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



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5.29 Activity in the retail property market is highly concentrated in the cores of Grantham, and Stamford. Unlike many market towns and areas, there is little 'out of town' retail activity. There is little recent activity recorded outside of these areas.

5.30 CoStar is currently reporting average rents (for all types of unit), of about £200 per sqm per year (the median is similar). The range of rents is wide, being from less than £30 per sqm per year, to over £500 per sqm per year. Buildings in good high street locations in Grantham and Stamford are achieving rents around £300 per sqm.

5.31 Typically, asking rents are around the £100 per sqm per year to £250 per sqm per year range, however this is dependent on the location of the unit, those in secondary locations being at the bottom of this range.

5.32 Through the technical consultation, a landowner[54] commented that rents are substantially higher in Stamford than Grantham. This has been investigated further, however the sample sizes available are small with very little data being available for Stamford. A cautious approach is taken with the lower Grantham figures being applied to Stamford.

5.33 A site promoter[55] also commented that '*Supermarket yields should be closer to 5% and rents in the region of £220per sqm. Retail Warehouse yields have also softened and should be in the region of 5.5%*'. The yield for retail uses reported by CoStar is 9%. This aligns with wider experience for general retailing, however there would be an expectation that well located larger units would have a lower yield, being more in line with the median of 7.4%.

5.34 On this basis, new retail development would have a value of £3,720 per sqm in prime locations and £2,040 per sqm elsewhere (having allowed for a rent free / void period of 12 months).

5.35 Consideration has been given to supermarkets and retail warehouses. There is little local evidence that is publicly available relating to these in the Council area, however drawing on wider experience, supermarket rents of £250per sqm with a yield of 5% have been assumed, to give a value of £4,760per sqm. In the case of retail warehouses, a rent of £200per sqm and a yield of 5.5% has been assumed, giving a value of £3,270per sqm.

Appraisal Assumptions

5.36 There is a large variance in the levels of rents and values. The following rents and yields have been used in reaching a view about commercial values:

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[54] Andrew Russell-Wilks of Godrey-Payton for Buckminster Estates.

[55] E Matthews of Fisher German for DIO re Prince William of Gloucester Barracks.

Table 5.1 Non- Residential Value Assumptions

	Rent £ per sqm per year	Yield	Rent free period	Value	Assumption
Offices Central	£200	7.00%	1.0	£2,670	£2,670
Offices Park	£200	6.50%	1.0	£2,889	£2,890
Smaller Offices	£200	8.00%	1.0	£2,315	£2,315
Industrial	£80	6.00%	1.0	£1,258	£1,260
Smaller Industrial	£80	7.00%	1.0	£1,068	£1,070
Logistics	£105	5.00%	1.0	£2,000	£2,000
Retail (Prime)	£300	7.50%	1.0	£3,721	£3,720
Retail (Elsewhere)	£200	9.00%	1.0	£2,039	£2,040
Supermarket	£250	5.00%	1.0	£4,762	£4,760
Retail Warehouse	£200	5.50%	2.0	£3,267	£3,270

Source: HDH (January 2024)

6. Land Prices

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

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

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

Existing Use Values

6.4 To assess development viability, it is necessary to analyse Existing and Alternative Use Values. EUV refers to the value of the land in its current use before planning consent is granted, for example, as agricultural land.

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

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

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

6.6 The land value should reflect emerging policy requirements and planning obligations. The value of the land for a particular typology (or site) needs to be compared with the EUV. If the Residual Value does not exceed the EUV, plus the Landowner's Premium, then the development is not viable; if there is a surplus (i.e. profit) over and above the 'normal' developer's profit/return having paid for the land, then there is scope to make developer contributions. For the purpose of the present assessment, it is necessary to take a comparatively simplistic approach to determining the EUV. In practice, a wide range of considerations could influence the precise value that should apply in each case, and at the end of extensive analysis, the outcome might still be contentious.

6.7 The 'model' approach is outlined below:

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

ii. For paddock and garden land on the urban fringe, a 'paddock' value is adopted. This is assumed for greenfield sites of less than 0.5ha.

iii. Where the development is on brownfield land or previously developed land (PDL), an industrial value is assumed.

Residential Land

6.8 In August 2020, MHCLG published *Land value estimates for policy appraisal 2019*[56]. This was prepared by the Valuation Office Agency (VOA) and set out land values as at April 2019. The South Kesteven figure is £920,000/ha. This figure assumes nil affordable housing[57]. As

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

[57] The VOA assumed as follows:

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

stressed in the paper, this is a hypothetical situation and '*the figures on this basis, therefore, may be significantly higher than could be reasonably obtained in the actual market*'.

6.9 Recent transactions based on planning consents over the last few years and price paid information from the Land Registry have been researched and are set out in **Appendix 9**. The data is summarised in the following table, the amount of affordable housing in the scheme is shown, being the key indicator of policy compliance (as required by the PPG). Only the sites for which the data is available are presented here, all sites are included in **Appendix 9**.

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

Table 6.1 Price Paid for Consented Development Land

Planning Ref	Site	ha	All Units	Aff Units	Aff %	£/ha	£/unit
S19/0443	Land off Linchfield Road, Deeping St. James	5.2	76	29	38.16%	£902	£62
S18/2111	153 Eastgate Deeping St James	1.2	12	0	0.00%	£562,500	£56,250
S19/1056	Land South of Barrowby Road, Grantham	13.8	300	105	35.00%	£416,667	£19,167
S20/0368	Land at Elsea Park Bourne - Zone 8,	17.3	384	40	10.42%	£789,017	£35,547
S19/2140	Land East of Low Road, Barrowby	2.2	49	49	100.00%	£795,455	£35,714
S19/0740	Land at Bourne Road, Bourne, Morton	0.9	22	22	100.00%	£388,889	£15,909
S20/0603	Land off Falcon Way, Bourne	0.3	19		0.00%	£1,333,333	£21,053
S20/1235	Land off Linchfield Road, Deeping St. James	1.8	69	24	34.78%		
S18/1457	Land to the North of Longcliffe Road, Grantham	40.3	480	144	30.00%		
S21/0113	Land South of Harvey Close and West Of Wincanton Way, Bourne	12.6	373	37	9.92%	£1,111,303	£37,540
S19/1784	Land East of Folkingham Road, Morton	5.1	71	21	29.58%		
S19/2235	Land Adjacent Fire Station, off Bourne Road, Corby Glen	2.6	66	20	30.30%	£415,385	£16,364
S20/1169	Land North of Wilsford Lane, Ancaster	3.8	96	29	30.21%	£427,632	£16,927
S21/0676	Old Langtoft Gravel Pit Land to South of Stowe Road, Langtoft	2.7	35	12	34.29%	£777,778	£60,000
S19/0338	Bridge End Road, Grantham	8.1	205	72	35.12%		
S18/1557	The Grantham Church High School, Queensway, Grantham	1.3	40	8	20.00%	£1,246,154	£40,500
S21/0415	Land to the North of Doddington Lane, Claypole	0.6	16	16	100.00%	£265,833	£9,969
S21/0938	Land to the North of Uffington Road, Stamford	5.8	200	127	63.50%		
S21/1210	Ferndale House, Swinstead Road, Corby Glen	1.4	35	35	100.00%	£642,857	£25,714

S19/1475	Land off Cherryholt Road, Cherryholt Road, Stamford	0.8	31	31	100.00%		
S18/0904	Land at Manning Road, Bourne	4.5	121	36	29.75%	£545,044	£20,270
S20/0775	Land West of Main Road, Long Bennington	2.2	50	18	36.00%		
S21/0655	Land West of Main Road, Long Bennington	1.6	43	43	100.00%	£1,399,204	£52,063
S21/1841	Land South of Bourne Road, North of Swinstead Road, Corby Glen,	8.4	199	60	30.15%	£511,905	£21,608
S21/1906	Land West of A1 and North of Bourne Road, Colsterworth	4.4	70	16	22.86%	£500,000	£31,429
S21/1045	1 Station Approach, Ancaster	0.6	30	9	30.00%	£1,350,000	£27,000
S22/1116	Spittlegate Farm, Gorse Lane, Grantham	0.5	17	7	41.18%	£1,783,778	£52,464
S16/2816	Land at Rectory Farm, Grantham	8.8	228	48	21.05%		
S21/2094	20 And 20B Swinegate, Grantham	0.3	20	4	20.00%	£1,016,667	£15,250

Source: SKDC and Land Registry (June 2023) (The blanks in the table are where this source does not include data)

6.10 These values are on a whole site basis (gross area). Overall, the average is about £775,000/ha, however several of these are non-policy compliant and some are for 100% affordable.

6.11 The price paid is the maximum the landowner could achieve. The landowner is unlikely to suggest a buyer may be paying an unrealistic amount. The BLV is not the price paid (nor the average of prices paid).

6.12 In relation to larger sites, and, in particular, larger greenfield sites, these have their own characteristics and are often subject to significant infrastructure costs and open space requirements which result in lower values. In the case of non-residential uses a similar approach to that taken with residential land except in cases where there is no change of use. Where industrial land is being developed for industrial purposes, a BLV of the value of industrial land is assumed.

6.13 There are few larger development sites being marketed in the area, however there are currently a number of small development sites being marketed in the area (within 15 miles of Grantham).

Table 6.2 Land for Sale Within 15 miles of Grantham

			Units	Ha	Asking Price	Per Unit	Per Ha	
Jan-24	Sandy lane	Melton	29	9.64	£3,000,000	£103,448	£311,203	Outline Planning
Jun-23 & Jan-24	Main Road	Long Bennington	50	2.30	£2,500,000	£50,000	£1,086,957	Outline Planning
Jun-23	Cropwell Road	Langar	4	0.22	£1,450,000	£362,500	£6,531,532	Farmhouse and yard with detailed consent for 3 new units.
Jun-23 & Jan-24	Spring Lane	Leasingham	9	3.18	£850,000	£94,444	£267,296	7 detached and 2 affordable. Reduced from £1,000,000 in June
Jun-23	Church Lane	Caythorpe	6	0.17	£795,000	£132,500	£4,690,265	Conversion with outline
Jun-23	Ab Kettleby		9	0.32	£600,000	£66,667	£1,869,159	Consented - no affordable
Jun-23 & Jan-24	Southgate	Sleaford	8		£600,000	£75,000		6 shops, 3 offices and 8 flats
Jan-24	Mill Lane	Long Clawson	3	0.38	£595,000	£198,333	£1,584,554	Planning for 3 bungalows
Jun-23 & Jan-24	Folly Lane	Norton Disney	2	1.09	£495,000	£247,500	£454,128	2 large plots with outline. Reduced from £550,000 in June 23
Jan-24	Hecklington	Sleaford	6	0.41	£525,000	£87,500	£1,280,488	Planning for 6 detached
Jun-23 & Jan-24	Hardigate Rd	Cropwell Butler	1	0.09	£430,000	£430,000	£5,058,824	Consent to replace existing. Reduced from £500,000 in June 23
Jun-23	Deepdale Drive	Leasingham	6	0.77	£500,000	£83,333	£650,280	Consent for 6 bungalows
Jun-23	Crew Lane	Southwell	3	0.70	£500,000	£166,667	£714,286	Prior consent 3 bungalows
Jun-23	High Street	Waltham on the Wolds	2	0.18	£460,000	£230,000	£2,613,636	Consent for 2 detached
Jun-23	Shepherds Lane	Helpringham	7	0.78	£450,000	£64,286	£576,923	5 detached and 2 semi (1 affordable)
Jun-23	Nth Moor Lane	Leasingham	9	0.40	£400,000	£44,444	£988,386	Outline for 9
Jun-23	Great Nth Rd	Muskham	3	0.35	£400,000	£133,333	£1,143,511	2 detached and 1 bungalow
Jun-23	Beakin Hill Rd	Newark	16	0.19	£380,000	£23,750	£2,000,000	Implemented for 16 flats
Jan-24	Grantham Rd	Ingoldsby	2	3.50	£370,000	£185,000	£105,714	land with planning for 1 detached
Jun-23	Kneeton Rd	Bridgford	1	0.08	£349,000	£349,000	£4,653,333	Single plot 4 bed detached
Jan-24	Berts Way	Allington	1	0.48	£325,000	£325,000	£677,083	6 bed detached. Foundations complete.
Jan-24	Thoroton	Nottingham	1	0.05	£300,000	£300,000	£6,607,930	Consent for single Plot
Jan-24	Water lane	Ashwell	1	0.06	£299,995	£299,995	£4,942,257	Consent for single Plot
Jun-23 & Jan-24	School Lane	Croxton Kerrial	1	0.06	£275,000	£275,000	£4,692,833	Consent for single Plot
Jun-23	City Rd	Stathern	1	0.09	£270,000	£270,000	£3,139,535	Consent for single Plot
Jan-24	Alverton		1	0.06	£250,000	£250,000	£4,448,399	Consent for single Plot
Jun-23 & Jan-24	Woolsthorpe		1	0.04	£245,000	£245,000	£6,447,368	Consent for single Plot
Jan-24	Newark Rd	Cotham	1	0.13	£230,000	£230,000	£1,840,000	Derelict bungalow for redevelopment
Jan-24	Saltby Rd	Croxton Kerrial	1	0.03	£230,000	£230,000	£6,609,195	Consent for single Plot
Jun-23	West Street	Bourne	1	0.07	£210,000	£210,000	£2,876,712	Consent for single Plot
Jan-24	Pickworth	Sleaford	1	0.07	£200,000	£200,000	£2,751,032	Consent for single Plot
Jun-23 & Jan-24	High Street	Corby Glen	1	0.65	£195,000	£195,000	£301,391	Consent for single Plot
Jun-23	Ruskington Business Park	Ruskington		0.35	£175,000		£502,874	Lapsed B1 / B8 consent
Jan-24	Newark Rd	Coddington	1	0.07	£175,000	£175,000	£2,348,993	Consent for single Plot
Jan-24	Corby Glen		1		£175,000	£175,000		Consent for single Plot
Jan-24	Grantham Rd	Ropsley	1		£159,000	£159,000		Consent for single Plot
Jun-23	Burton Rd	Hecklington	1	0.06	£130,000	£130,000	£2,284,710	Consented plot
Jun-23 & Jan-24	Chaple Lane	Barrowby	1	0.03	£125,000	£125,000	£3,980,892	Consented 4 bed plot
Jun-23	London Rd	Osbournby	1	0.06	£120,000	£120,000	£1,920,000	Consented 3 / 4 bed plot
Jun-23	Nth Parade	Grantham	1	0.02	£120,000	£120,000	£6,000,000	Consented 4 bed plot
Jun-23	Main St	Rowston	1	0.05	£78,500	£78,500	£1,545,276	Consented 3 bed plot
Jun-23	Chambers St	Grantham	1	0.01	£75,000	£75,000	£8,064,516	Consent for end of terrace

Source: Market Survey (June 2023 & January 2024)

6.14 Informal discussions with agents suggest that there is strong demand for smaller plots across the market, with ‘oven ready’ plots (i.e. fully serviced and ready for self-builders) likely to achieve at least £150,000.

Previously Developed Land

6.15 Land value estimates for policy appraisal provides the following values.

Table 6.3 Employment Land Values

Industrial Land - Rutland	£/ha	£350,000
	£/acre	£142,000
Commercial Land: Office Edge of City Centre	£/ha	Peterborough £865,000 Lincoln £865,000
	£/acre	Peterborough £350,000 Lincoln £350,000
Commercial Land: Office Out of Town – Business Park	£/ha	Peterborough £800,000 Lincoln £225,000
	£/acre	Peterborough £324,000 Lincoln £91,000

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

6.16 CoStar (a property market data service) includes details of industrial land. These are summarised in **Appendix 10**, the sample size is limited so the data includes transactions from the neighbouring districts. This data suggests an average value of £2,340,000/ha and a median of £1,035,000/ha.

6.17 A figure of £400,000/ha is assumed for industrial land across the area.

Agricultural and Paddocks

6.18 *Land value estimates for policy appraisal* (MHCLG, August 2020) provides a figure for Greater Lincolnshire of £20,000/ha for agricultural. Through the technical consultation it was suggested[58] that the value assumption for agricultural land was understated and that the £20,000/ha proposed was too low, although no alternative data was submitted. A landowner[59] made a similar point. The main data sources have been reviewed:

a. Savills' *The Farmland Market 2022*[60] reports a figure of £7,350/acre (£18,161/ha) for the East Midlands. Equivalent figures are not included in the 2023 briefing[61].

b. Strutt and Parker's *English Estates & Farmland Market Review Summer 2023*[62] reports:

> *The price of arable land continues to rise. The average price paid across England in 2023 to date is £11,100/acre, which is the first time it has averaged over £11,000/acre. Over half of the farms that have exchanged did so at £10,000/acre or more, which is the highest proportion in our records apart from 2022.*

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[58] Simon Mills of Bidwells for the Rathbone Trust.

[59] Andrew Russell-Wilks of Godrey-Payton for Buckminster Estates.

[60] spotlight---the-farmland-market-2022.pdf (savills.co.uk)

[61] savills-spotlight---the-farmland-market-2023.pdf

[62] English Estates & Farmland Market Review - Summer 2023 Strutt and Parker (struttandparker.com)

> *The average price paid for pasture in England this year has fallen to £7,800/acre but this may be due to a change in the quality of land exchanged in the year to date, as pasture tends to be more variable in quality than arable land. 40% of sales have been over £8,000/acre and we will monitor the price trends closely.*

English Estates & Farmland Market Review Winter 2022/2023[63] suggested an upper quartile value of £12,200/acre for arable land and £9,250/acre for pasture, and a lower quartile value of £7,600/acre of arable land and £6,750/acre for pasture in the East Midlands.

c. Knight Fank's *Farmland Index Q2 2023*[64] suggests an average value of £21,856/ha, being a slight increase from £21,127/ha quoted in *Farmland Index Q4 2022*[65].

d. Carter Jonas' Q2 2023 *Farmland Market Update*[66] reports the following in the East Midlands:

	Low £/acre	*Prime £/acre*	*Average £/acre*
Arable	*£8,000*	*£11,000*	*£9,000*
Pasture	*£6,500*	*£9,000*	*£7,800*
Lifestyle	*£13,250*	*£25,000*	*£16,750*

These are broadly similar to those figures reported in the earlier iteration of this report. The Q4 2022 *Farmland Market Update*[67] reports the following in the East Midlands:

	Low £/acre	*Prime £/acre*	*Average £/acre*
Arable	*£6,250*	*£11,000*	*£8,750*
Pasture	*£6,250*	*£9,000*	*£7,750*
Lifestyle	*£13,250*	*£25,000*	*£16,750*

6.19 The value for agricultural land, has been revised to £25,000/ha.

6.20 Sites on the edge of a town or village may be used for an agricultural or grazing use but have a value over and above that of agricultural land due to their amenity use. They are attractive to neighbouring households for pony paddocks or simply to own to provide some protection and privacy. A higher value of £50,000/ha is used for sites of up to 0.5ha on the edge of the built-up area.

Existing Use Value Assumptions

6.21 In this assessment the following Existing Use Value (EUV) assumptions are used. These are applied to the gross site area.

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[63] Agricultural land values in England rise to record levels - Strutt & Parker (struttandparker.com)

[64] english-farmland-index-q2-2023-10329.pdf (knightfrank.com)

[65] english-farmland-index-q4-2022-9812.pdf (knightfrank.com)

[66] Farmland market update | Q2 2023 (carterjonas.co.uk)

[67] Farmland Market Update Q4 2022 | Carter Jonas

Table 6.4 Existing Use Value Land Prices - 2023

PDL	£400,000/ha
Agricultural	£25,000/ha
Paddock	£50,000/ha

Source: HDH (April 2023)

6.22 A housebuilder[68] commented that '*values will vary across the district dependant on the end use values of the development. We therefore endorse the approach of applying a range of land values for different types of land, but suggest that the Borough is separated in to areas based on values or key settlements and not simply apply an example BLV of a particular typology across the whole Borough*'.

6.23 In this regard a site promoter[69], confirmed they are in line with the current market, but also correctly pointed out that the EUV will vary site to site. This is agreed, however in a study of this type it is necessary to make some high-level assumptions.

Benchmark Land Values

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

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

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[68] Sarah Gregory of Savills for David Wilson Homes re land at Harlaxton and at Harrowby Lane.

[69] E Matthews of Fisher German for DIO re Prince William of Gloucester Barracks.

> *planning obligations and, where relevant, any Community Infrastructure Levy (CIL) charge should be taken into account.*
>
> *Where viability assessment is used to inform decision making under no circumstances will the price paid for land be a relevant justification for failing to accord with relevant policies in the plan. Local authorities can request data on the price paid for land (or the price expected to be paid through an option agreement).*
>
> *PPG 10-014-20190509*

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

> *How should the premium to the landowner be defined for viability assessment?*
>
> *The premium (or the 'plus' in EUV+) is the second component of benchmark land value. It is the amount above existing use value (EUV) that goes to the landowner. The premium should provide a reasonable incentive for a land owner to bring forward land for development while allowing a sufficient contribution to comply with policy requirements.*
>
> *Plan makers should establish a reasonable premium to the landowner for the purpose of assessing the viability of their plan. This will be an iterative process informed by professional judgement and must be based upon the best available evidence informed by cross sector collaboration. Market evidence can include benchmark land values from other viability assessments. Land transactions can be used but only as a cross check to the other evidence. Any data used should reasonably identify any adjustments necessary to reflect the cost of policy compliance (including for affordable housing), or differences in the quality of land, site scale, market performance of different building use types and reasonable expectations of local landowners. Policy compliance means that the development complies fully with up to date plan policies including any policy requirements for contributions towards affordable housing requirements at the relevant levels set out in the plan. A decision maker can give appropriate weight to emerging policies. Local authorities can request data on the price paid for land (or the price expected to be paid through an option or promotion agreement).*
>
> *PPG 10-016-20190509*

6.26 In the pre-consultation iteration of this viability assessment, the following Benchmark Land Value assumptions are used (these are applied on a gross site area):

a.	Brownfield/Urban Sites:	EUV Plus 20%.	
b.	Greenfield Sites:	Generally	EUV Plus £350,000/ha.
		Strategic Sites	EUV times 10.

6.27 Though the technical consultation [70], a site promoter confirmed that 'the BLV assumptions set out in paragraph 6.24 provide an adequate landowner's premium'.

6.28 The brownfield assumption was supported[71] by a landowner, however it was suggested that the approach to greenfield sites was not correct:

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[70] E Matthews of Fisher German for DIO re Prince William of Gloucester Barracks.

[71] Simon Mills of Bidwells for the Rathbone Trust.

> *We support the assumption that HDV have made for brownfield/urban sites (i.e. EUV + 20%) however we consider that the premiums that have been suggested by HDH for greenfield sites do not represent a sufficient incentive for landowners to release their land for development.*
>
> *In the case of agricultural land, there is a significant increase in land value from the relatively low EUV as a result of development and therefore it is acknowledged that agricultural landowners will require a multiple of agricultural value to release land.*
>
> *Generally speaking, a range of 10-20 times agricultural value is often quoted as a suitable premium for a landowner to release their land for development. Based on an EUV of £20,000/ha as proposed by HDH, a premium of £350,000/ha represents 18.5 times increase. However, this assumes that the EUV proposed by HDH accurately reflects the current market for agricultural land.*
>
> *HDH have not tested any strategic sites in the early pre-consultation draft as per the Council's SHLAA. Due to the settlement pattern across the District, there is limited available land to deliver development adjacent to sustainable settlements.*
>
> *In our view, a multiple of 20 times agricultural land value is appropriate in determining the benchmark at which a rational landowner would be willing to release agricultural land for development.*

6.29 A landowner[72] commented:

> *For a Greenfield Strategic site with a BLV valued at EUV times 10 equating to £200k per hectare /£80k per acre on a gross site area basis we are fairly sure such a site owner will not be prepared to sell for development as that level of return does not: provide a reasonable incentive for a land owner to bring forward land for development while notwithstanding allowing a sufficient contribution to comply with policy requirements.*
>
> *Our view is that a reasonable incentive would be a minimum of EUV multiplied by 15 to bring it more in line with General Greenfield Sites - so a price per hectare of £300,000 for Greenfield Strategic Sites.*
>
> *The difference between Greenfield Strategic Sites and General Greenfield Sites is not explained and we are unsure what the difference in reality is.*

6.30 The reason for making the differential in strategic sites is because they frequently have substantially higher strategic infrastructure and mitigation costs than smaller sites, and, in line with paragraphs 10-012-20180724 and 10-014-20190509 of the PPG, these should be reflected in the Benchmark Land Value.

6.31 A site promoter[73] commented as follows:

> *We recognise that the testing in the draft follows the standardised approach, using the Harman Guidance and RICS guidance. Drawing from our experience of both acquiring land freehold, and entering into landowner agreements (some with agent involvement), our view is that land values are calculated as follows:*
>
> - *£150,000- £200,000 per gross acre*
> - *£250,000- £400,000 per net acre*

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[72] Andrew Russell-Wilks of Godrey-Payton for Buckminster Estates.

[73] Katie Gulliver of Mulberry Land re logistics uses.

6.32 A housebuilder[74] noted the challenges in establishing the correct assumption in this regard.

> *We are also finding that pressures on developers to acquire land in order to fulfil their build requirements is resulting a highly competitive land market, where land prices are agreed in excess of reasonable expectations.*
>
> *For brownfield land, an uplift against the EUV is often applied as a percentage of the current value in addition, for example the Oxford Economic Viability Assessment by GVA (2018) suggested 30% uplift, being mindful of the typically higher EUV of brownfield. We would comment that this should be higher to incentivise a landowner to sell brownfield land for development given there may be a loss of existing business use (and income) along with relocation costs for the business. In addition, there will be a delay and price reduction risk whilst the landowner waits for a developer to achieve a planning permission and de-risks the site (often by undertaking ground investigations to understand abnormal costs).*

6.33 The assumptions adopted by neighbouring and nearby Local Planning Authorities in their most recently published plan-wide viability assessments have been reviewed:

Table 6.5 Neighbouring Authority Viability Assumptions – Land Value

LPA	Consultant	Assessment Date	EUV	BLV
Central Lincs (inc NKDC)	Aspinall Verdi	Jun-21	Greenfield £198K/ha Brownfield £406k/ha	Greenfield x10 Brownfield +10%
Peterborough CC	Dixon Searle	Dec-17		Greenfield £250k-£500k/ha Brownfield £500k-£1,100k/ha.
Rutland CC	HDH	Aug-23	Greenfield £25k/£50k/ha Brownfield £600k/ha	Greenfield EUV+£350k Strategic EUV x10 Brownfield +20%
Melton BC	Cushman & Wakefield	May-17	Greenfield £18,500/ha Brownfield £494/ha.	Shinfield approach (50% uplift)
Newark & Sherwood DC	NCS	May-21	Greenfield £20k/ha Brownfield £495k/ha	Shinfield approach (50% uplift)

Source: LPA Local Plan websites.

6.34 Across the neighbouring Local Planning Authorities, a range of approaches are taken. Whilst the assumption put forward is broadly in line with those used elsewhere, sensitivity testing has been carried out in this regard.

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[74] Sarah Gregory of Savills for David Wilson Homes re land at Harlaxton and at Harrowby Lane.

7. Development Costs

7.1 This chapter considers the costs and other assumptions required to produce financial appraisals for the development sites and typologies. These assumptions were presented to stakeholders at the consultation event.

Development Costs

Construction costs: baseline costs

7.2 The cost assumptions are based on the Building Cost Information Service (BCIS)[75] data – using the figures re-based for South Kesteven (see **Appendix 11**). There has been an increase in construction costs since the earlier viability work and this is an important area of change. The cost figure for 'Estate Housing – Generally', at January 2024, is £1,452 per sq. This is an increase of about 33% from the September 2017 figure used in the 2018 Viability Study and an increase of 1.4% (from £1,432 per sqm) since the July 2023 iteration of this study. In line with a comment made by a housebuilder[76], in the context of build cost inflation, the most recent available data is used.

7.3 The use of the BCIS data is suggested in the PPG (paragraph 10-012-20180724) however, it is necessary to appreciate that the volume housebuilders are likely to be able to achieve significant saving due to their economies of scale. The appropriate build cost is applied to each house type, with the cost of Estate Housing Detached being applied to detached housing, the costs of Flats being applied to flats and so on. Appropriate costs for non-residential uses are also applied. The lower quartile cost is used for schemes of over 200 units where economies of scale can be achieved, and the median cost is used for smaller schemes. The use of the BCIS costs was supported through the technical consultation[77].

Other normal development costs

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

7.5 Nevertheless, it is possible to generalise. Drawing on experience, it is possible to determine an allowance related to total build costs. This is normally lower for higher density than for lower density schemes since there is a smaller area of external works, and services can be

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

[76] Sarah Gregory of Savills for David Wilson Homes re land at Harlaxton and at Harrowby Lane.

[77] Simon Mills of Bidwells for the Rathbone Trust.

used more efficiently – larger greenfield sites tend to have lower net developable areas, so more land requires work.

7.6 A scale of allowances for site costs has been developed for the residential sites, ranging from 5% of build costs for the smaller sites and flatted schemes within the urban area, to 15% for the larger greenfield schemes.

7.7 Though the technical consultation[78] a site promoter raised a concern that this approach does '*make specific reference to plot externals (such as gardens, fencing, patios etc.) or to specification upgrades from that assumed in BCIS to reflect design code or sustainability ambitions for example. ….. further consideration should be given to the breakdown of build costs, to accurately model plot externals and site wide externals. In our experience, plot externals typically amount to between 10% and 15% on top of the BCIS rate, before site wide externals are considered*'. Plot costs are assumed to be within the site costs. This approach is consistent with the appraisal submitted through the development management process (see Chapter 2 above). The costs arising from the Council's policies and design requirements are considered under Chapter 8 below.

7.8 In this regard a housebuilder[79] noted:

> *We note that we typically experience external costs ranging from 10% - 15% of base build cost which is not only most consultants and developer assumptions but that of Homes England. This includes external plot works such as drive, garages, fences, walls, or turf. Additional costs would be incurred where policy requires extra enhancements (for example design codes or sustainability requirements).*

7.9 It was also suggested[80], that £371,000 per gross ha to £617,000 per gross ha should be applied for site preparation. On a typical larger greenfield site this would come to just under £500,000/ha (assuming a mid-point), bringing the site costs (excluding strategic infrastructure and mitigation) to just under 38% of the BCIS based construction costs. This is significantly out of step with the assumptions widely used and unsupported by evidence. The assumptions adopted by neighbouring and nearby Local Planning Authorities in their most recently published plan-wide viability assessments have been reviewed:

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[78] Simon Mills of Bidwells for the Rathbone Trust.

[79] Sarah Gregory of Savills for David Wilson Homes re land at Harlaxton and at Harrowby Lane.

[80] Sarah Gregory of Savills for David Wilson Homes re land at Harlaxton and at Harrowby Lane.

Table 7.1 Neighbouring Authority Viability Assumptions – Site Costs

LPA	Consultant	Assessment Date	Site costs
Central Lincs (inc NKDC)	Aspinall Verdi	Jun-21	10% BCIS plus £10k/unit.
Peterborough CC	Dixon Searle	Dec-17	10% BCIS. £4,500 (£23,000 on strategic)
Rutland CC	HDH	Aug-23	5% to 15%
Melton BC	Cushman & Wakefield	May-17	10% BCIS
Newark & Sherwood DC	NCS	May-21	Within cost plan

Source: LPA Local Plan websites.

7.10 Across the neighbouring Local Planning Authorities, a range of approaches is taken. The assumption used in this assessment is broadly consistent with those, whilst the approach suggested through the consultation is markedly different. No change is made in this regard.

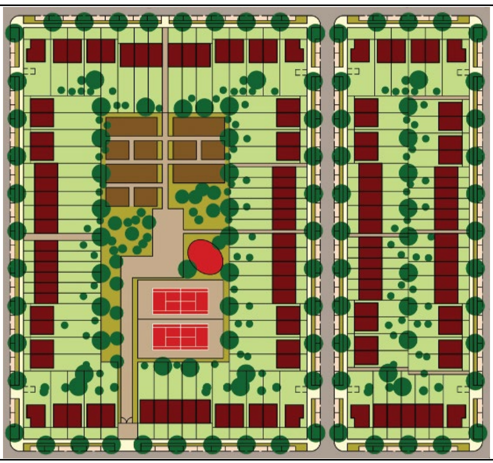
7.11 Detached houses are modelled with garages at a cost of £7,000 per garage.

Garden Town Principles

7.12 The Spitalgate Heath Strategic Site is being delivered under Garden Town principles. The difference between the Garden Town and the conventional approach is in two main parts. The first being the total land requirement and the second being the layout.

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

Figure 7.1 Scheme Layouts

Conventional Layout (A)	Garden Town Layout (B)
	

Source: Nothing gained by overcrowding! TCPA 2012

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

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

7.15 Under a conventional scheme it is generally assumed that the site costs would be about of 15% of the construction (i.e. BCIS based) costs. Generally, it would be assumed that a strategic site, developed under Garden Town principles, would have a site cost of 13%.

7.16 A landowner[81] expressed some concerns about the above approach noting the lower density under the Garden Town principles scenario rather than the conventional scenario. This is a correct observation as development under Garden Town principles does generally come forward at lower densities. This would be reflected in the modelling assumptions.

7.17 In this regard a housebuilder[82] noted:

> *It is stated that site costs for Garden Towns are 65% of the costs on a conventional scheme, and that strategic sites delivered under Garden Town principles should only experience a site*

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[81] Andrew Russell-Wilks of Godrey-Payton for Buckminster Estates.

[82] Sarah Gregory of Savills for David Wilson Homes re land at Harlaxton and at Harrowby Lane.

> *cost of 13% (compared to 15%). In our experience of advising on Garden Towns, they typically end up having more costs than a typical development scheme as greater emphasis is placed on placemaking and design codes, which with it require additional costs. If Garden Towns are to be modelled, then we would recommend that this is examined in greater detail, and can provide evidence to support our stance.*

7.18 Garden Town sites are treated as for other sites in this iteration of this assessment.

Abnormal development costs and brownfield sites

7.19 With regard to abnormals, paragraph 10-012-20180724 of the PPG says:

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

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

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

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

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

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

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

7.24 Though the technical consultation [83], a site promoter commented that an '*abnormal allowance of 5% of BCIS costs is too low for Brownfield sites. We would expect this to be closer to 10%*'. Whilst this comment is noted, the type of brownfield site that is typical in South Kesteven is not heavily contaminated and in need of extensive remediation or other costs. No change is made in this regard.

7.25 In this regard a housebuilder[84] suggested an allowance for abnormals should be made to all sites. The assumptions adopted by neighbouring and nearby Local Planning Authorities in their most recently published plan-wide viability assessments have been reviewed:

Table 7.2 Neighbouring Authority Viability Assumptions – Abnormal Costs

LPA	Consultant	Assessment Date	Abnormal Costs
Central Lincs (inc NKDC)	Aspinall Verdi	Jun-21	£272k/net ha on brownfield sites.
Peterborough CC	Dixon Searle	Dec-17	Not stated
Rutland CC	HDH	Aug-23	5% BCIS on brownfield
Melton BC	Cushman & Wakefield	May-17	10%
Newark & Sherwood DC	NCS	May-21	Within cost plan

Source: LPA Local Plan websites.

7.26 Across the neighbouring Local Planning Authorities, a range of approaches are taken, with some making a differentiation for the more challenging brownfield sites and some not. It is appropriate to make an allowance on brownfield sites that are more likely to be subject to abnormal costs to deal with demolition and site clearance, than greenfield sites where such costs are less likely to occur. In summary, abnormal costs will be reflected in land value. Those sites that are less expensive to develop will command a premium price over and above those that have exceptional or abnormal costs. No change is made in this regard.

Fees

7.27 For residential and non-residential development, it is assumed professional fees amount to 8% of build costs to include cost of preparing the planning application and land promotion. Separate allowances are made for planning fees, acquisition, sales and fees.

7.28 In this regard a housebuilder[85] commented that '*we commonly experience 8-12% of all build costs (base, externals, infrastructure and abnormal) as a standard industry professional fee*

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[83] E Matthews of Fisher German for DIO re Prince William of Gloucester Barracks.

[84] Sarah Gregory of Savills for David Wilson Homes re land at Harlaxton and at Harrowby Lane.

[85] Sarah Gregory of Savills for David Wilson Homes re land at Harlaxton and at Harrowby Lane.

requirement. Brownfield and strategic sites are more complex and may incur costs exceeding 12%, and be spread over a number of years'. As set out in Chapter 3 above, the fees assumption used in development appraisals submitted through the development management process are typically in the 4% to 6% range. The assumptions adopted by neighbouring and nearby Local Planning Authorities in their most recently published plan-wide viability assessments have been reviewed:

Table 7.3 Neighbouring Authority Viability Assumptions – Fees

LPA	Consultant	Assessment Date	Fees
Central Lincs (inc NKDC)	Aspinall Verdi	Jun-21	3x planning fee. 10% BCIS
Peterborough CC	Dixon Searle	Dec-17	10%
Rutland CC	HDH	Aug-23	8% plus planning, sales & acquisition
Melton BC	Cushman & Wakefield	May-17	6%
Newark & Sherwood DC	NCS	May-21	8%

Source: LPA Local Plan websites.

7.29 The 8% assumption proposed is broadly in line with the above, however, in this iteration of this assessment the assumption on brownfield sites has been increased to 9%.

Contingencies

7.30 For previously undeveloped and otherwise straightforward sites, a contingency of 2.5% (calculated on the total build costs, including abnormal costs) has been allowed for, with a higher figure of 5% on more risky types of development, on previously developed land. So, the 5% figure was used on the brownfield sites, and the 2.5% figure on the remainder. A 5% contingency is also used on the large strategic sites. Though the technical consultation, a landowner[86] supported this approach.

7.31 Though the technical consultation[87] a site promoter commented that they '*support the adoption of a contingency but would currently expect the contingency for smaller sites to be equal or greater than that for larger greenfield sites. Many developers are currently factoring in a greater degree of risk when conducting site appraisals for smaller sites as their margins have been squeezed due to a lack of suitable opportunities, recent construction material cost inflation and high interest rates*'.

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[86] Andrew Russell-Wilks of Godrey-Payton for Buckminster Estates.

[87] Simon Mills of Bidwells for the Rathbone Trust.

7.32 Similarly, a site promoter[88] commented 'we would expect 5% to be standard and a higher continency adopted for higher risk developments, say 7.5%. In this regard a housebuilder[89] commented '*We are concerned with any contingency applied below 5% for any site, particularly at allocation stage. We would therefore suggest 5% on "previously undeveloped and otherwise straightforward sites" and a higher rate of 8-10% on brownfield or larger strategic sites*'.

7.33 The assumptions adopted by neighbouring and nearby Local Planning Authorities in their most recently published plan-wide viability assessments have been reviewed and in light of the comments made 5% has been applied across the residential appraisals. The level of risk is considered under developers' return below and sensitivity testing has been carried out to understand the sensitivity to changes in costs and values.

CIL, S106 Contributions and the costs of strategic infrastructure

7.34 The Council seeks payments from developers to mitigate the impact of the development through improvements to the local infrastructure through the s106 and s278 regimes and through Community Infrastructure Levy (CIL). The details of these costs to development are set out in Chapter 8 below.

Financial and Other Appraisal Assumptions

VAT

7.35 It has been assumed throughout, that either VAT does not arise, or that it can be recovered in full[90].

Interest rates

7.36 The appraisals assume 7.5% p.a. for total debit balances (to include interest and associated fees), no allowance for any equity provided by the developer. This does not reflect the current working of the market nor the actual business models used by developers. In most cases the smaller (non-plc) developers are required to provide between 30% and 40% of the funds themselves, from their own resources, to reduce the risk to which the lender is exposed. The larger plc developers tend to be funded through longer term rolling arrangements across multiple sites.

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[88] E Matthews of Fisher German for DIO re Prince William of Gloucester Barracks.

[89] Sarah Gregory of Savills for David Wilson Homes re land at Harlaxton and at Harrowby Lane.

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

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

7.38 The assumption of 7.5%, is an 'all-in cost' to cover interest rate and associated finance fees, and the assumption that interest is chargeable on all the funds employed, has the effect of overstating the total cost of interest, particularly on the larger schemes, as most developers are required to put some equity into most projects. In this study a cautious approach is being taken.

7.39 Though the technical consultation[91] a site promoter suggested that 8.5% should be used. As reported in Chapter 4 above, in *Forecasts for the UK economy: a comparison of independent forecasts No430* (HM Treasury, May 2023), suggest that interest rates are to fall in the short term. This is consistent with *Economic and fiscal outlook Presented to Parliament by the Exchequer Secretary to the Treasury by Command of His Majesty* (Office for Budget Responsibility, March 2023).

7.40 In this regard a housebuilder[92] commented '*an arrangement fee is typically required for loans from corporate lenders. This can be anywhere from 0.5 – 1.5% of the loan, and will be reflective of the nature of the loan and the perceived risk of the development. For clarity, we do not consider this to be included in the 7.5% rate*'.

7.41 It is agreed that a broad range of finance fees and costs can apply. By applying the 7.5% rate on a 100% debt financed basis a broad assumption is made that is generally reflective of the wider market.

Developers' return

7.42 An allowance needs to be made for developers' return and to reflect the risk of development. As set out in Chapter 2 above, this is an area of significant change since the Council's earlier viability work that was used to support CIL. Paragraph 10-018-20190509 of the updated PPG now sets out the approach to be taken and says:

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

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[91] Simon Mills of Bidwells for the Rathbone Trust.

[92] Sarah Gregory of Savills for David Wilson Homes re land at Harlaxton and at Harrowby Lane.

> *may be more appropriate in consideration of delivery of affordable housing in circumstances where this guarantees an end sale at a known value and reduces risk. Alternative figures may also be appropriate for different development types.*

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

7.44 Broadly there are four different approaches that could be taken:

a. To set a different rate of return on each site to reflect the risk associated with the development of that site. This would result in a lower rate on the smaller and simpler sites – such as the greenfield sites, and a higher rate on the brownfield sites.

b. To set a rate for the different types of unit produced – say 20% for market housing and 6% for Affordable Housing, as suggested by the HCA.

c. To set the rate relative to costs – and thus reflect the risks of development.

d. To set the rate relative to the gross development value.

7.45 In deciding which option to adopt, it is important to note that the intention is not to recreate any particular developer's business model. Different developers will always adopt different models and have different approaches to risk.

7.46 The argument is sometimes made that financial institutions require a 20% return on development value and if that is not shown they will not provide development funding. In the pre-Credit Crunch era there were some lenders who did take a relatively simplistic view to risk analysis but that is no longer the case. Most financial institutions now base their decisions behind providing development finance on sophisticated financial modelling that it is not possible to replicate in a study of this type. They require a developer to demonstrate a sufficient margin, to protect the lender in the case of changes in prices or development costs. They will also consider a wide range of other factors, including the amount of equity the developer is contributing (both on a loan-to-value and loan-to-cost basis), the nature of development and the development risks that may arise due to demolition works or similar, the warranties offered by the professional team, whether or not the directors will provide personal guarantees, and the number of pre-sold units.

7.47 This is a high-level study where it is necessary and proportionate to take a relatively simplistic approach, so, rather than apply a differential return (i.e. site-by-site or split), it is appropriate to make some broad assumptions and, as set out above, the updated PPG says '*For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies … A lower figure may be more appropriate in consideration of delivery of affordable housing*'. In the initial iteration of this assessment, the developers' return was assessed as 17.5% of the value of market housing and a 6% is applied to the value affordable housing.

7.48 Though the technical consultation[93] a site promoter agreed with the profit requirement of 6% on affordable GDVs however disagreed with the profit requirement of 17.5% on private GDV. No alternative assumption was suggested. Sensitivity testing has been carried out in this regard.

7.49 Similarly, a site promoter[94] commented '*we are seeing a slightly higher return on Affordable Housing in most appraisals now therefore this should be increased to 8 – 10%. Profit on Open Market Housing should be at 20% of GDV*'.

7.50 A housebuilder[95] commented that the use of IRR was also a relevant metric and that whilst an '*acceptable profit on GDV may be returned in an appraisal, however IRR is often overlooked which may show low profitability over the whole lifetime of the scheme and be insufficient for plc shareholders or institutions providing developers with finance*'. They went on to set out:

> *Given the higher level of risk associated with strategic sites, we would suggest that a minimum of 20% of GDV would be more appropriate for the modelling of strategic sites.*
>
> *Whilst we understand the logic of 17.5% of GDV being used for market housing, the impact of the wider political and economic uncertainty may cause more concern about sales rates and prices from developers, and thus there would be upward pressure on this rate.*
>
> *As for affordable housing, registered providers at present are showing limited demand for Section 106 housing due to grant funding being provided for other avenues of stock generation such as self- development or conversion of market housing to shared ownership. This therefore increases the risk of a decrease in the price achievable for these dwellings, and therefore a 6% rate may not sufficiently cover this risk.*

7.51 The assumptions adopted by neighbouring and nearby Local Planning Authorities in their most recently published plan-wide viability assessments have been reviewed:

Table 7.4 Neighbouring Authority Viability Assumptions – Developers' Return

LPA	Consultant	Assessment Date	Developers' Return
Central Lincs (inc NKDC)	Aspinall Verdi	Jun-21	20% Market, 6% Affordable
Peterborough CC	Dixon Searle	Dec-17	20% Market, 6% Affordable
Rutland CC	HDH	Aug-23	17.5% Market, 6% Affordable
Melton BC	Cushman & Wakefield	May-17	20% Market, 6% Affordable
Newark & Sherwood DC	NCS	May-21	20% Market, 6% Affordable

Source: LPA Local Plan websites.

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[93] Simon Mills of Bidwells for the Rathbone Trust.

[94] E Matthews of Fisher German for DIO re Prince William of Gloucester Barracks.

[95] Sarah Gregory of Savills for David Wilson Homes re land at Harlaxton and at Harrowby Lane.

7.52 Having reviewed the comments made, 20% of value is assumed for market housing with 6% for affordable housing. On a site with 30% or so affordable housing this works to a blended rate that is typically about 17.5%. Sensitivity testing of the developer's return assumptions has been undertaken.

7.53 A 15% return is assumed for non-residential development and for Build to Rent.

7.54 It is important to appreciate that this is an assessment for planning purposes, as set per the requirements of the PPG, rather than for lending purposes. As mentioned under the Interest heading above, no allowance is made for any equity provided by the developer, so this does not reflect the current working of the market nor the actual business models used by developers. In most cases the smaller (non-plc) developers are required to provide between 30% and 40% of the funds themselves, from their own resources, so as to reduce the risk to which the lender is exposed. The larger plc developers tend to be funded through longer term rolling arrangements across multiple sites. The cushion within the appraisals to protect a developer's lender against changes in the market or costs will depend on a wide range of factors, including how much equity the developer in providing (the loan to value ratio), the borrower's track record and the complexity of the project. It is appropriate to work within the guidance of the PPG.

Phasing and timetable

7.55 It is assumed a maximum, per outlet, delivery rate of 50 units per year. On a site with 30% affordable housing this equates to 35 market units per year. On the smaller sites, much slower rates are assumed to reflect the nature of the developer that is likely to be bringing smaller sites forward. These assumptions are conservative and do, properly, reflect current practice. This is the appropriate assumption to make to be in line with the PPG and Harman Guidance and are broadly in line with the comments made by a housebuilder[96]. The potential strategic sites are modelled in line with the trajectories provided by SKDC (in January 2024).

Site Acquisition and Disposal Costs

Site holding costs and receipts

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

Acquisition costs

7.57 It is assumed an allowance 1% for acquisition agents' and 0.5% legal fees. Stamp duty is calculated at the prevailing rates. A housebuilder[97] commented '*we suggest that a range of*

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[96] Sarah Gregory of Savills for David Wilson Homes re land at Harlaxton and at Harrowby Lane.

[97] Sarah Gregory of Savills for David Wilson Homes re land at Harlaxton and at Harrowby Lane.

1.75% - 2% for acquisition agents and 0.75% - 1.5% for acquisition legal fees is applied for these sites'. The assumptions adopted by neighbouring and nearby Local Planning Authorities in their most recently published plan-wide viability assessments have been reviewed, and the proposed assumption is broadly in line with that proposed. No change is made.

Disposal costs

7.58 For market and for affordable housing, sales and promotion and legal fees are assumed to amount to 3.5% of receipts. For disposals of affordable housing, these figures can be reduced significantly depending on the category, so in fact the marketing and disposal of the affordable element is probably less expensive than this.

7.59 A housebuilder[98] commented '*Applying a base percentage to appraisal software may only be applied in a cashflow when the sale comes in (as per a traditional estate agent fee) which is not correct. There are significant upfront setup costs such as show home furnishing and staffing from the scheme outset which should be allowed for upon the commencement of development in the cashflow for medium to large scale residential schemes*'. In this regard we have adjusted the model to allow for an initial marketing fee early in the project.

7.60 It is necessary to consider empty property costs in relation to specialist older people's development. An allowance of £4,500/unit is made in this regard.

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[98] Sarah Gregory of Savills for David Wilson Homes re land at Harlaxton and at Harrowby Lane.

8. Planning Policy Requirements

8.1 The South Kesteven Local Plan (2011-2036) was adopted in January 2020. Policy M1 of the Local Plan requires the Council to undertake an early review of the Plan. The Council undertook consultation on the Issues and Options report between October and November 2020 to set out the scope of the Local Plan review and identified policies intended for review.

8.2 This viability work is being undertaken to inform the further development of policy and explore the consequences, on the economics of development, of the options that are under consideration. Many of the policies will be carried forward from the adopted Local Plan, although some will also be updated to reflect the changing local priorities and to reflect the updated national policy and requirements. A draft iteration (January 2024) of the Regulation 18 Consultation document has been provided by the Council[99]. It is important to note that this is a working draft so subject to change, however it includes the Council's latest thinking in relation to the emerging Plan.

8.3 In this chapter the emerging policies have been reviewed:

Planning Policies for South Kesteven

8.4 These are high level policies that set out key principles that are then built on in subsequent policies. These also will set the housing target and the general direction and distribution of development. These will not add to the costs of development above those that are covered elsewhere in this report.

8.5 Many of these are general enabling / development management policies that are updated to be consistent with national policy. They do not impact on the costs of development, over and above the costs set out elsewhere.

Meeting Housing Needs

8.6 At the time of the pre-consultation draft version of this viability assessment, the Council was reviewing the sites for allocation. At that stage no strategic sites had been identified so none were tested. The modelling is informed by the Council's SHLAA (see Chapter 9 below) and includes the potential strategic sites.

8.7 The affordable housing policy is under review, in part pending the completion of this assessment and informed by the updated Local Housing Needs Assessment (LHNA). It is anticipated that all developments comprising 10 or more dwellings (or an area of 0.5ha or more) make provision of 27% to 57% affordable housing. In this assessment the base

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[99] This draft Regulation 18 iteration has subsequently been finalised. Whilst some changes have been made, it is understood that these do not impact directly on viability.

assumption is 30% affordable housing, and a range of higher and lower requirements are also tested.

8.8 The Council's updated LHMA includes the following indicative mix:

Table 8.1 Indicative Housing Mix

Number of bedrooms	Market	Affordable Rented	Affordable Ownership	Overall
1 bedroom	3.7%	31.2%	15.0%	9.0%
2 bedrooms	31.3%	47.5%	45.0%	34.4%
3 bedrooms	48.4%	20.4%	30.0%	43.0%
4 bedrooms	13.7%	0.6%	7.5%	11.2%
5+ bedrooms	2.9%	0.4%	2.5%	2.4%

Source: Emerging Local Plan, January 2024

8.9 It is understood that the intention is not that this will be rigidly applied to every scheme[100]. This mix is used to inform the modelling, although regard is also had to the nature and likely location of a scheme. For example, flatted development is likely to be predominantly 2 and 3 bedrooms, and larger greenfield sites will include more family housing.

8.10 The draft policy seeks an affordable housing mix that includes 60% Social Rent / Affordable Rent and 40% Affordable Home Ownership (AHO) and 25% First Homes (with a 30% discount and £250,000 cap). It is assumed that the First Homes are within the AHO. In line with Paragraph 66 of the NPPF, it is always assumed that 10% of all the units on sites are AHO, being either shared ownership or First Homes. For the First Homes, initially, a 30% discount and £250,000 cap are applied, however 40% and 50% discounts and lower caps will also be tested. A range of tenure mixes are tested.

8.11 Through the technical consultation a housebuilder[101] suggested that Social Rent as well as Affordable Rent is tested as '*there is a danger that by only modelling affordable rent (which is more viable than social rent), there is a danger that the residual land values are being presented as artificially viable*'.

8.12 A Self and Custom Build Housing policy is expected to seek on '*sites of 400 or more units, at least 2% of the plots will be provided for self and custom build housing'*. This requirement will be tested. In this regard a landowner[102] commented '*it is important that an allowance is made for significant management time in dealing with self-builders as we know from direct*

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[100] The Council have subsequently updated the housing mix to provide a range. This does not impact on the modelling in this report.

[101] Sarah Gregory of Savills for David Wilson Homes re land at Harlaxton and at Harrowby Lane.

[102] Andrew Russell-Wilks of Godrey-Payton for Buckminster Estates.

experience that many people like the idea of building their own home but have difficulty managing the process meaning a lot of time is spent with customers who fail to secure funding or planning permission and deliver a finished home'. This is noted.

8.13 The emerging policy seeks that *'new residential development above a threshold of 10 or more dwellings will be granted subject to a target of at least 10% of new dwellings being developed as 'Accessible and Adaptable' in line with the optional standards set out in Part M4(2) of the Building Regulations'*.

8.14 As set out in Chapter 2 above, in July 2022, the Government announced the outcome of the 2020 consultation on raising accessibility standards of new homes[103] saying *'that the most appropriate way forward is to mandate the current M4(2) (Category 2: Accessible and adaptable dwellings) requirement in Building Regulations as a minimum standard for all new homes'.* The Government will now consult further on the technical changes to the Building Regulations to mandate the higher M4(2) accessibility standard.

8.15 The additional costs of the further standards (as set out in the draft Approved Document M amendments included at Appendix B4[104]) are set out below. The key features of the 3 level standard (as summarised in the DCLG publication *Housing Standards Review – Final Implementation Impact Assessment* (DCLG, March 2015)[105], reflect accessibility as follows:

- Category 1 – Dwellings which provide reasonable accessibility.
- Category 2 – Dwellings which provide enhanced accessibility and adaptability (Part M4(2)).
- Category 3 – Dwellings which are adaptable for occupants who use a wheelchair (Part M4(3)a) and dwellings which are accessible for occupants who use a wheelchair (Part M4(3)b).

8.16 The cost a wheelchair accessible dwelling based on the Wheelchair Housing Design Guide for a 3 bed house, is taken to be is £25,136 per dwelling[106]. The cost of a wheelchair adaptable dwelling, based on the Wheelchair Housing Design Guide for a 3 bed house, is taken to be is £10,111 per dwelling[107.] The cost of Category 2 is taken to be £521[108] (this compares with the

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

[104] https://www.gov.uk/government/publications/access-to-and-use-of-buildings-approved-document-m

[105] https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/418414/150327_-_HSR_IA_Final_Web_Version.pdf

[106] Paragraph 152 Housing Standards Review – Final Implementation Impact Assessment (DCLG, March 2015).

[107] Paragraph 153 Housing Standards Review – Final Implementation Impact Assessment (DCLG, March 2015).

[108] Paragraph 157 Housing Standards Review – Final Implementation Impact Assessment (DCLG, March 2015).

£1,097 cost for the Lifetime Homes Standard). These costs have been indexed[109] by 44.44% to £36,296/dwelling, £14,604/dwelling and £752/dwelling respectively.

8.17 In line with emerging national policy, in the base appraisals, it is assumed that all new homes are to be designed to be Accessible and Adaptable (M4(2)). In addition, an option is tested where 5% of new homes are to the M4(3)a standard.

Nationally Described Space Standard (NDSS)

8.18 The Council is not currently seeking Nationally Described Space Standard (NDSS) technical requirements. In March 2015, the Government published *Nationally Described Space Standard – technical requirements*. This says:

> *This standard deals with internal space within new dwellings and is suitable for application across all tenures. It sets out requirements for the Gross Internal (floor) Area of new dwellings at a defined level of occupancy as well as floor areas and dimensions for key parts of the home, notably bedrooms, storage and floor to ceiling height.*

8.19 The following unit sizes are set out[110]:

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[109] BCIS Index March 2014 316.3, January 2024 = 456.8 = 44.4%.

[110] https://www.gov.uk/government/uploads/system/uploads/attachment_data/file/524531/160519_Nationally_Described_Space_Standard____Final_Web_version.pdf

Table 8.2 National Space Standards. Minimum gross internal floor areas and storage (m^2)

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

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

8.20 The Council is not pursuing NDSS.

Protecting Existing Community Facilities and Providing New Facilities

8.21 This section includes a range of policies that protect facilities rather than impact directly on viability.

Economic Prosperity

8.22 The policies in this section, on the whole, are general enabling / development management policies that do not impact on the costs of development, over and above the costs set out elsewhere.

Protecting and Enhancing the Natural and Built Environments

8.23 The Council is drafting of this policy in the context of climate change, however this is at an early stage. The Council is working with other Lincolnshire Authorities to consider this further and to formulate an appropriate approach.

8.24 As set out below, this is an area where national policy has developed since the Local Plan was adopted.

8.25 This section includes a range of general development management policies that do not impact on the costs of development, over and above the costs set out elsewhere.

Biodiversity Net Gain

8.26 Biodiversity Net Gain (BNG) is an area where national policy has developed since the Local Plan was adopted. 10% Biodiversity Net Gain is required by the Environment Act, is assumed to apply in the base appraisals. The requirement is that developers ensure habitats for wildlife are enhanced and left in a measurably better state than they were pre-development. They must assess the type of habitat and its condition before submitting plans, and then demonstrate how they are improving biodiversity – such as through the creation of green corridors, planting more trees, or forming local nature spaces.

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

8.28 The costs of this type of intervention are modest and will be achieved through the use of more mixed planting plans, that use more locally appropriate native plants. To a large extent the costs of grass seeds and plantings will be unchanged. More thought and care will however go into the planning of the landscaping. There will be an additional cost of establishing the base line 'pre-development' situation, as a survey will need to be carried out.

8.29 The Government's Impact Assessment[111] suggests an average cost of scenarios including where all the provision is on-site and where all is off-site.

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[111] Table 14 and 15 Biodiversity net gain and local nature recovery strategies: impact assessment. https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/839610/net-gain-ia.pdf

Table 8.3 Cost of Biodiversity Net Gain (2017 based costs) – East Midlands

	Scenario A 100% on-site	**Scenario C** 100% off-site
Cost per ha of residential development	£3,427/ha	£69,522/ha
Cost per ha of non-residential development	£3,150/ha	£47,885/ha
Cost per greenfield housing unit	£161/unit	£3,562/unit
Cost per brownfield housing unit	£68/unit	£943/unit
Residential greenfield delivery costs as proportion of build costs	0.1%	2.7%
Residential brownfield delivery costs as proportion of build costs	<0.1%	0.7%
% of industrial land values	0.6%	9.7%
% of commercial land values (office edge of city centre)	0.3%	4.7%
% of commercial land values (office out of town - business park)	0.6%	8.9%

Source: Tables 14 to 23 Biodiversity net gain and local nature recovery strategies – Impact Assessment

8.30 Whilst the 10% requirement forms the base testing in this assessment, SKDC is currently exploring the feasibility of seeking higher levels of Biodiversity Net Gain, however it is timely to consider this. No England-specific work has been undertaken in this regard, however, research by Kent County Council[112] has indicated that the additional cost of providing 15% or 20% BNG is relatively modest:

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[112] Viability-Assessment-of-Biodiversity-Net-Gain-in-Kent-June-2022.pdf (kentnature.org.uk)

Table 8.4 Comparison of BNG costs £ per dwelling

Typology	15% onsite per dwelling	20% onsite per dwelling	15% offsite per dwelling	20% offsite per dwelling
5,000 unit greenfield - houses	+£55.79	+£92.29	+£631.85	+£778.69
500 unit greenfield - houses	+£85.56 Additional land	+£216.31 Additional land	+£1,062.85	+£1,167.95
100 unit greenfield - houses	+£943.00 Additional land	+£1,071.57 Additional land	+£394.70	+£458.54
25 unit greenfield - houses	+£5,549.96 Additional land	+£5,913.31 Additional land	+£874.76	+£1,077.59
500 unit brownfield - houses	+£12.00	+£27.00	+£100.37	+£124.22
100 unit brownfield – houses flats	+£4.50	+£9.00	+£10.17	+£13.59
25 unit brownfield - flats	+£0.00	+£42.00	+£506.30	+£508.58

Source: Table 1 Viability Assessment of Biodiversity Net Gain in Kent (SQW & Temple, June 2022)

8.31 Through the technical consultation a landowner[113] commented:

> *For BNG other authorities also carrying out Viability Studies of their local plan are using different assumptions of the costs to achieve BNG+10%. For example Dudley MBC is allowing £1,003 per unit for greenfield sites and £268 per unit for brownfield sites. 8.29 sets out just £161 per unit for greenfield and £68 per unit for brownfield.*

8.32 For clarity the cost assumption for 10% BNG used in this assessment is plus 0.1% for greenfield sites and plus 0.7% for brownfield sites.

8.33 In this assessment, it is assumed provision will be on-site on greenfield sites and off-site on brownfield sites. The percentage uplift costs from Tables 14 to 23 of the *Biodiversity net gain and local nature recovery strategies – Impact Assessment* as quoted above are used. The base scenario assumes 10% BNG.

Flood Risk Management

8.34 This policy seeks to mitigate the impact of flooding, both in the proposed development and more widely. Sustainable Drainage Systems (SUDS) are a tool for achieving this. SUDS and the like can add to the costs of a scheme – although in larger projects these can be

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[113] Andrew Russell-Wilks of Godrey-Payton for Buckminster Estates.

incorporated into public open space. It is assumed that the costs of SUDS are included within the additional costs on brownfield sites, however on the larger greenfield sites it is assumed that SUDS will be incorporated into the green spaces and be delivered through soft landscaping within the wider site costs.

The Built Environment

8.35 Development proposals will be expected to reflect the Council's Design Guides, Codes and Supplementary Planning Documents (SPDs). Design Codes, whether produced by the Council or externally, should take into account the guidance contained in the National Design Guide and the National Model Design Code.

8.36 In this regard, the *Design Guidelines for Rutland and South Kesteven SPD* (adopted November 2021) has been referenced. This document builds on the National Design Guide and sets out the design principles to be followed to ensure high quality and locally distinctive design. Overall, it does not include specific technical standards, in the cases it does, for example, around carparking, these are really about best practice rather than going over and above the normal design standards. The SPD does not impact on the costs of development, beyond the costs set out elsewhere.

Sustainable Building

8.37 This is an area where national policy is developing and the Council has aspirations.

Carbon Neutrality and Energy Consumption

8.38 At the time of this report the Council is continuing to gather evidence on this topic, and to consider the options that are available. The eventual choices will be informed by, amongst other things, the findings of this report.

8.39 The Department of Levelling up, Communities and Housing published the latest revision to Conservation of Fuel and Power, Approved Document L of the Building Regulations as a 'stepping stone' on the pathway to Zero Carbon homes. It sets the target of an interim 31% reduction in CO_2 emissions over 2013 standards for dwellings. The changes apply to new homes and is assumed to apply to all new homes in this assessment.

8.40 The costs will depend on the specific changes made and are considered in Chapter 3 of the 2019 Government Consultation[114]. This suggests that the costs, having been indexed, would add about 3% to the base cost of construction, however these have now been in place for a while, and whilst are not reflected in the BCIS costs (the BCIS costs are based on past

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[114] The Future Homes Standard 2019 Consultation on changes to Part L (conservation of fuel and power) and Part F (ventilation) of the Building Regulations for new dwellings (MHCLG, October 2019).

schemes). In this assessment the base cost of construction has been lifted by 2% to reflect the higher costs of construction.

8.41 The revisions to Approved Document L, set out above, are a step towards the introduction of the Future Homes Standard in 2025. December 2023, the Government published a further consultation on the details of the implementation of the Future Homes Standard. At the same time the Housing Minister, Lee Rowley, made a Written Parliamentary Statement[115] set out the Governments position in this regard as follows:

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

8.42 Whilst this direction does not preclude the introduction of policies that go beyond national standards, this does suggest that such policies will need to be well justified and subject to greater scrutiny.

8.43 Paragraph 6.10 of *The Future Homes Standard 2023 consultation on the energy efficiency requirements of the Building Regulations affecting new and existing dwellings. Consultation-Stage Impact Assessment* sets out the following costs:

> *6.6 A summary of the impacts considered under this Impact assessment (IA) is provided below in Table 3, relative to the counterfactual – the counterfactual is the 2021 notional building specification, which has a gas boiler, lower efficiency solar panels and wastewater heat recovery, or a heat pump (see Routes to Compliance (para 5.23 - 5.25) section). This is with the exception of mid-high rise, which is an ASHP and gas boiler hybrid communal heat network. Broadly, Option 1 is a home with a heat pump and more efficient solar panels. Option 2 meets our public commitments through the use of heat pumps only. All figures are Net Present Values (NPV) over 10 years of policy and a subsequent 60-year life of the buildings. Negative NPVs are given in parenthesis and represent costs. The figures represent the aggregate impact across the building mix…*
>
> *6.10. … In 2022 prices, on a per-home basis (3-bed semi-detached), Option 1 leads to a ~£6,200 (4%) increase in upfront capital costs, whereas Option 2 only leads to a ~£1,000 (1%) increase….*
>
> *Additional Capital Costs*

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

6.16. The increase in capital costs from the proposed 2025 standards, compared with the continuation of existing 2021 standards (gas boiler and solar pv home), are shown in Table 5. Further breakdown of the costs of the different elements is provided in Appendix C.

Table 5: Additional Capital Costs relative to 2021 Gas Boiler and Solar PV Counterfactual (£)*

	Option 1	***Option 2***
Detached house	*£6,390*	*£-200***
Semi-detached house	*£6,170*	*£950*
Mid-Terraced house	*£5,960*	*£740*
Low Rise Flats (<11m)	*£4,460*	*£2,760*
Mid Rise Flats (>11m) (same for both option)	*£190*	*£190*
Weighted Average (based on assumed build mix)	*£4,360*	*£640*
**Gross Undiscounted Costs in 2022 prices, excluding gas asset value cost in counterfactual. If included this would lead to the costs presented in table 5 falling. ** a minus equals a cost saving.*		

6.17. Over the longer-term, Currie & Brown estimate that the costs associated with both heat pumps and solar PV will fall, as supply chains mature and become more integrated, and learning rates take effect. By the end of the policy appraisal period (10 years), it is assumed that the cost of a heat pump will be around 70% of the initial cost, whilst for Solar PV they will be around 60% of the initial cost.

8.44 SKDC has not undertaken specific work to establish the costs of moving beyond Building Regulations, however, it is working with Bioregional in this regard. The current policy situation is summarised as follows.

Table 8.5 Overview of the two options currently in the (live) Future Homes Standard consultation compared to the Bioregional Zero Carbon policy standard option:

	Existing Part L 2021	FHS Option 1	FHS Option 2	Net zero carbon policy (taken from other emerging LPA evidence to be imminently published)
Fabric	(Baseline: Marginally better insulation & glazing than Part L 2013.)	Very small improvement from Part L 2021 (small improvement to airtightness only). No change to insulation or glazing.	No improvement from Part L 2021.	Significant improvements from Part L 2021. Mild improvement on FHS Option 1.
Heating	Gas boiler	Heat pump	Heat pump	Heat pump
PV	40% of ground floor area	40% of ground floor area. Slightly higher efficiency than in Part L 2021.	None – removed.	To match 100% of energy demand – typically ~50-70% of ground floor area
Ventilation	Natural	Mechanical	Natural	Mechanical with heat recovery
Wastewater heat recovery?	Yes	Yes	No	No
Heating & hot water bill per year (for semi-detached)	£640	£520	£1,220	As low as -£63 (if PV=70% of floor) or up to £484 (if PV=40% of floor)
Cost uplift from Part L 2021	n/a baseline	4%	1%	4 – 7% depending on home type

Source: SKDC, Bioregional, HDH (January 2024)

8.45 In this assessment, the following scenarios are tested, with the following assumptions being made (in discussion with the Council and Bioregional):

a. The 2021 changes to Part L of Building Regulations (31% CO_2 saving) to add 2% to the BCIS base costs.

b. The Future Home Standard Option 2 is expected to add a 3% (i.e. 2%+1%) to the current BCIS base costs.

c. The Future Home Standard Option 1 is expected to add a 6% (i.e. 2%+4%) to the current BCIS base costs.

d. The cost of 'zero carbon' would add 8% to the costs of construction.

8.46 Through the technical consultation a landowner[116] welcomed this testing but also highlighted the challenges that sometimes arise with capacity in the electricity grid associated with the use of air source heat pumps saying:

> *Schemes can be delayed by several years whilst the electrical infrastructure is upgraded or*
>
> *Significantly higher utility upgrading costs than would be the case for gas heating have to be funded by the development.*
>
> *The costs of running ASHPs are significantly more than gas costs which may have a negative effect on new build house prices. (Electricity per kwh costs 16.6p compared to gas per kwh of 2.2p) That cost can be offset by adding solar panels and ideally a battery, but the cost of those need t be factored in.*

8.47 This is agreed and this can impact on the timely connection of services:

8.48 The performance of non-residential development is normally assessed using the BREEAM system[117]. The additional cost of building to BREEAM Very Good standard is negligible as outlined in research[118] by BRE. The additional costs of BREEAM Excellent standard ranges from just under 1% and 5.5%, depending on the nature of the scheme, with offices being a little under 2%. It is assumed that new non-residential development will be to BREEAM Excellent, and this increases the construction costs by 2% or so. This is tested in the base appraisals.

8.49 The option that all commercial buildings are built to a Net Zero Carbon standard is somewhat more costly that BREEAM Excellent. In this instance we have assumed that this would be implemented in a similar way to the development under the London Plan. In London, the GLA seeks a 15% reduction in carbon emissions from energy efficiency measures, with a total on-site reduction of 35% and the achievement of Net Zero regulated carbon emissions using allowable solutions, all in comparison to the emissions from a Part L 2013 compliance building with gas heating. In this regard it was estimated that the following costs were identified:

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[116] Andrew Russell-Wilks of Godrey-Payton for Buckminster Estates.

[117] Building Research Establishment Environmental Assessment Method (BREEAM) was first published by the Building Research Establishment (BRE) in 1990 as a method of assessing, rating, and certifying the sustainability of buildings.

[118] *Delivering sustainable buildings: Savings and payback*. Yetunde Abdul, BRE and Richard Quartermaine, Sweett Group. Published by IHS BRE Press, 7 August 2014.

Table 8.6 Indicative cost uplifts of the potential standards to reduce carbon emissions

Standards	Target	Percentage of construction cost
Energy Efficiency	Minimum carbon reduction of 15%	2%
On site saving	Total carbon reduction of 35%	1%
Allowable solutions	Offset 65% of regulated CO_2 emissions	2-4%
BREEAM	BREEAM Excellent rating	1-2%

Source: Table 9.1 Centre for Sustainable Energy Cost of carbon reduction in new buildings (Currie & Brown, December 2018)

8.50 A paper, *UK Green Building Council, Building the Case for Net Zero (UK GBC, Advanced Net Zero, September 2020)* for Hoare Lea and JLL, considered the cost of Net Zero in two scenarios on a 16 storey city office building. This estimated the additional cost for an 'intermediate' scenario to be 6.2% and a 'stretch' scenario to be between 8% and 17%.

8.51 A paper, *Towards Net Zero Carbon Achieving greater carbon reductions on site - The role of carbon pricing (May 2020)* considered the costs associated with a hotel, a school, and an office building in the context of carbon pricing and a 35% CO_2 saving as per the London Plan. This estimated the additional costs for hotels to be 1.2% to 2.7%, for schools to be 1.1% to 1.7% and for newbuild offices to be 0.8% to 2.1% - although these were only additional construction costs (not whole life costs).

8.52 It is clear from a range of data sources that the additional costs will vary depending on the specifics of the building under consideration, however the costs of BREEAM Very Good and BREEAM Excellent are modest. In this assessment non-residential buildings are tested with up to 10% additional costs.

8.53 It is timely to note that building to higher standards that result in lower running costs does result in higher values[119]. The report Buying into the Green Homes Revolution (Santander, October 2022)[120] suggests that house buyers willing to pay almost 10 per cent more for energy efficient properties, and research from Legal and General Legal & General research[121] shows buyers will pay up to 20% premium for low carbon homes. In this study, no premium is assumed in this study (for either residential or non-residential development).

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[119] See *EPCs & Mortgages, Demonstrating the link between fuel affordability and mortgage lending* as prepared for Constructing Excellence in Wales and Grwp Carbon Isel / Digarbon Cymru (funded by the Welsh Government) and completed by BRE and *An investigation of the effect of EPC ratings on house prices* for Department of Energy & Climate Change (June 2013.)

[120] A Green Premium: House buyers willing to pay almost 10 per cent more for energy efficient properties | Santander UK

[121] Legal & General research shows buyers will pay up to 20% premium for low carbon homes | Legal & General (legalandgeneral.com)

District Heating

8.54 There are no significant heat sources within SKDC at the time of writing, however, these can be useful sources of renewable energy, particularly from the incineration of waste, for the form of biosources. New District Heating Schemes would therefore require the construction of a central heat plant, as well as the distribution network infrastructure.

8.55 There are few published costs of District Heating Schemes in modern estate housing. There are savings to be made from not installing gas and boilers in each unit, but these are more than offset by the costs of laying the heat pipes through the site, heat metering etc. Informal discussions with suppliers suggest that the additional costs may be in the range of £3,000 to £7,000 per unit, which is supported by the limited published data[122], depending on the size and shape of the project. This has not been included in the base appraisals, but this additional cost has been tested.

Water Efficiency

8.56 The adopted Local Plan requires development to be in line with the enhanced Building Regulations (110l/day). The cost of reducing the use of water, in line with the enhanced building regulations (110l/day), is modest, likely to be less than £5/dwelling[123]. This cost was based in 2014 so would be indexed to £7/dwelling.

8.57 The policy does not mention rainwater harvesting, however it is understood that there is pressure on the local water supplies. There are few published costs for rain water harvesting, although figures of £2,000 to £3,000 are frequently quoted[124]. The provision of rainwater harvesting requires the capture of rainfall. This is normally done through an underground tank. A second cold water system is then installed. As this is not at 'mains' pressure, this normally utilises a pump and pressure cylinder. This additional cost is tested as an option.

Electric Vehicle Charging

8.58 It is timely to mention EV charging. EV charging facilities are now a national requirement (from 25th June 2023) of Building Regulations (Approved Document S).

8.59 It is assumed that all new homes have EV charging points. A cost of £600/unit has been modelled. This cost is applied to flatted development, although whilst such development is unlikely to have 100% parking provision, it is assumed that shared charging facilities will be provided.

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[122] *Assessment of the Costs, Performance, and Characteristics of UK Heat Networks* (DoE&CC, 2015) provides some guidance for infrastructure to distribute heat, but not generation.

[123] Paragraph 285 Housing Standards Review, Final Implementation Impact Assessment, March 2015. Department for Communities and Local Government.

[124] For example by the UK Rainwater Harvesting Association.

Open Space, Sport and Recreation

8.60 This is an area of developing policy, and the Council has commissioned an Open Space, and Sports Study. The November 2023 draft recommends the following requirements and the Council planning to incorporate these into the emerging Local Plan.

Table 8.7 Draft Open Space Requirements

Open Space Typology	Existing Provision (ha/1,000)	National Benchmark	Existing Standard (ha/1,000)	Proposed Standard (ha/1,000)
Allotments and Community Gardens	0.35	No Standard	No Standard	No Standard
Amenity Greenspace	0.50	0.60	2.00	0.60
Cemeteries and Churchyards	0.45	No Standard	No Standard	No Standard
Natural and Semi-Natural Greenspace	8.82	1.80	2.00	2.00
Outdoor Sports Facilities	4.15	1.60	1.00	1.60
Parks and Gardens	4.29	0.80	0.30	0.50
Provisions for Children and Young People	0.07	0.25	0.15	0.15

Source: Table 31. Draft Open Space, Sports and Recreation Study (TEP, November 2023)

8.61 These have been included in the base modelling (on sites of 10 or more dwellings) assuming the following occupancy rates:

1 bed house or flat = 1.5 people.

2 bed house or flat = 1.9 people.

3 bed house or flat = 2.4 people.

4 bed or more house or flat = 3 people.

8.62 These requirements are reflected in the modelling.

South Kesteven's Communities

8.63 The policies in this section generally build on the wider policies in the Plan and do not, in themselves, add to the cost of development over and above those considered elsewhere in this report.

8.64 In part, the requirements of these policies may be met through developer contributions, these are considered below.

Infrastructure and Developer Contributions

8.65 These policies will require the delivery of appropriate strategic infrastructure and mitigation measures associated with new development. For many years the Council has sought payments from developers to mitigate the impact of the development through improvements to the local infrastructure. The Council has a number of ‘calculators’ to work out the contributions per development as set out in the *Planning Obligations Supplementary Planning Document* (June 2012).

8.66 In this study, it is important that the costs of mitigation are reflected in the analysis. It has been assumed all the modelled sites will contribute £4,500 per unit towards infrastructure – either site specific or more general. The £4,500/dwelling is based on past schemes. £20,000 per unit is assumed on the strategic sites.

8.67 Through the technical consultation, the County Council[125] raised a concern about this assumption however it welcomed the inclusion of sensitivity testing (see below).

8.68 In this study, it is important that the costs of mitigation are reflected in the analysis. A range of developer contributions, up to £40,000/unit, are tested against different levels of affordable housing.

8.69 It has been suggested that a policy formalises the provision of broadband infrastructure. This policy has been largely superseded by Part R of Building Regulations (Updated 2022) that requires new homes to be ‘gigabit ready’. In any event, the provision of fibre broadband is now considered to be a normal development cost, except in the most rural locations. No additional cost is attributed this policy.

Building Safety Levy (BSL)

8.70 Through the technical consultation a landowner[126] noted:

> *Our understanding is that the Building Safety Levy (BSL)will apply to all new homes, even low rise, and that it should be accounted for in the Viability Update as most major housebuilders will be liable to pay the BSL.*

8.71 At the time of this report, the Government has not given an indication as to at what amount the BSL may be set and to which type of developers it may apply. Depending on the structure of the levy it may be necessary to consider this in due course.

Monitoring and Implementation

8.72 This part of the Local Plan would not impact on the costs of development.

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[125] Brendan Gallagher for LCC.

[126] Andrew Russell-Wilks of Godrey-Payton for Buckminster Estates.

9. Development Modelling

9.1 In the previous chapters, the general assumptions to be inputted into the development appraisals are set out. In this chapter, the modelling is set out. It is stressed that this is a high-level study that is seeking to capture the generality rather than the specific. The purpose is to establish the cumulative impact of the Council's policies on development viability.

9.2 The approach is to model a set of development sites that are broadly representative of the type of development that is likely to come forward under the new Local Plan.

Residential Development

9.3 At the time of the pre-consultation draft report, the Council had undertaken a call for sites and these are currently being reviewed, before the Council makes a decision as to which sites to include, beyond those allocated through the adopted Local Plan. In this iteration of this assessment, the long list of SHLAA sites has been reviewed to inform the modelling – although it is notable that these are not very different to those modelled in 2017. At the time of the pre-consultation report, the Council had not identified the potential strategic sites. Seven potential strategic sites have now been identified and modelled, based on the high level information provided by the Council.

9.4 The modelling of the greenfield sites and SHLAA sites is therefore based on the following net/gross assumption and 30 units/net ha:

Table 9.1 SHLAA Net / Gross Assumptions

Site Size	Net Developable Area
Up to 1ha	95%
1 ha to 4ha	80%
Over 4ha	60%

Source: SKDC

9.5 Through the technical consultation, a site promoter[127] about commented that a density of around 35dph is normal, and for large sites 60% net developable 'is about right'. This consultee also noted that the impact of requirements for BNG, Open Space, and the like need to be considered in the context of site density and capacity.

9.6 Through the technical consultation a housebuilder[128] noted that '*in some of the typologies – particularly the larger greenfield strategic sites, only 1 bedroom flats are being tested where there are flats assumed on site. Although this is only a small percentage of the housing mix (e.g. Grantham 450 where 4% of the market housing is flats but 30% of the affordable housing*

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[127] John Pearce of Harriss Lamb Planning Consultancy for Barberry Grantham re Land at Great Gonerby.

[128] Sarah Gregory of Savills for David Wilson Homes re land at Harlaxton and at Harrowby Lane.

is flats), this is an unrepresentative housing mix and should be re-examined'. Whilst this is noted, it is important that the modelling is based on local need as informed by the Council's wider housing evidence.

9.7 Whilst these points are noted, it is important that the modelling in this assessment follows the Council's wider evidence base and assumptions. It is accepted that 30dpha is below densities currently being delivered elsewhere and at the lower end of the normal range, where densities around 35 units per ha prevail.

9.8 To inform the modelling of the typologies the distribution of the sites has been considered. The main characteristics are summarised in **Appendix 12** below.

9.9 In terms of land use, the majority of sites are greenfield sites, however they include a full range of sizes.

9.10 To inform the modelling the characteristics of the sites were considered in terms of location, size and suggested use, as set out in the tables above. A set of representative sites in the District have been modelled.

9.11 It is acknowledged that modelling is never totally representative, however the aim of this work is to broadly test development viability of sites likely to come forward over the plan-period. This will assist with developing the Plan and the policies within it as well as to inform the Council's plan-making. The work is high level, so there are likely to be sites that will not be able to deliver the affordable housing target and indeed, as set out at the start of this report, there are some sites that will be unviable even without any policy requirements (for example brownfield sites with high remediation costs). There is little scope for exemptions to be granted, however, where the affordable housing target and other policy requirements cannot be met, the developer will continue to be able to negotiate with the planning authority. The Council must weigh up the factors for and against a scheme, and the ability to deliver affordable housing will be an important factor. The modelled sites are reflective of development sites in the study area that are likely to come forward during the plan-period.

9.12 A set of typologies have been developed that respond to the variety of development situations and densities typical in the District, and this is used to inform development assumptions for sites. This approach enables a view to be formed about floorspace density, based on the amount of development, measured in net floorspace per hectare, to be accommodated upon the site. This is a key variable because the amount of floorspace which can be accommodated on a site relates directly to the Residual Value and is an amount which developers will normally seek to maximise (within the constraints set by the market).

9.13 A typical of post-PPG3/PPS3 built form which would provide development at between 3,000m^2/ha to 3,550m^2/ha on a substantial site, or sensibly shaped smaller site. A representative housing density might be around 35 per net ha. This has become a common development format. It provides for a majority of houses but with a small element of flats, in a mixture of two storey and two and a half to three storey form, with some rectangular emphasis to the layout. Some schemes have an appreciably higher density development providing largely or wholly apartments, in blocks of three storeys or higher, with development densities of 6,900m^2/ha and dwelling densities of 100 units/ha upwards; and other schemes of lower density, in the rural edge situations.

9.14 The main characteristics of the modelled sites are set out in the tables below. It is important to note that the typologies are modelled sites and not actual sites. These modelled typologies have been informed by the sites that are likely to be included in the Plan, in terms of scale and location. In January 2024, this modelling was been updated to reflect the Council's updated open space requirements. A proportion of the housing to come forward over the plan-period will be on smaller sites, therefore several smaller sites have been included.

9.15 In the pre-consultation report, no potential strategic sites were modelled. Seven potential Strategic Sites are now included.

Table 9.2 Typologies

Large Green 450 1	Units	450	Large greenfield site, LHMA mix. 60% net developable, including POS of 4.888ha.
	Gross	25.000	
	Net	15.000	
	Density	30.0	
Green 150 2	Units	150	Greenfield site, LHMA mix. 60% net developable, including POS of 1.625ha.
	Gross	8.333	
	Net	5.000	
	Density	30.0	
Green 60 3	Units	60	Greenfield site, LHMA mix. 0.648ha POS on site so 76% net developable.
	Gross	2.500	
	Net	2.000	
	Density	30.0	
Green 25 4	Units	25	Greenfield site, LHMA mix. 0.279ha POS on site so 75% net developable.
	Gross	0.877	
	Net	0.833	
	Density	30.0	
Green 16 5	Units	16	Greenfield site, LHMA mix. 0.165ha POS on site so 76% net developable.
	Gross	0.561	
	Net	0.533	
	Density	30.0	
Green 9 6	Units	9	Greenfield site, modelled with affordable housing. 95% net developable. Below POS threshold.
	Gross	0.316	
	Net	0.300	
	Density	30.0	
Green 6 7	Units	6	Greenfield site, modelled with affordable housing. 95% net developable. Below POS threshold.
	Gross	0.211	
	Net	0.200	
	Density	30.0	

Green 3	Units	3	Greenfield site, modelled with affordable housing. 95% net developable. Below POS threshold.
	Gross	0.105	
	Net	0.100	
8	Density	30.0	
Green 9 LD	Units	9	Small low density greenfield site, modelled with affordable housing. 95% net developable. Below POS threshold.
	Gross	0.474	
	Net	0.450	
9	Density	20.0	
Green 6 LD	Units	6	Small low density greenfield site, modelled with affordable housing. 95% net developable. Below POS threshold.
	Gross	0.316	
	Net	0.300	
10	Density	20.0	
Green 3 LD	Units	3	Small low density greenfield site, modelled with affordable housing. 95% net developable. Below POS threshold.
	Gross	0.158	
	Net	0.150	
11	Density	20.0	
Brown 75	Units	75	Brownfield scheme, LHMA mix, modelled at 40dph and 80% net developable. POS requirement (0.805ha) assumed as off-site.
	Gross	2.344	
	Net	1.875	
12	Density	40.0	
Brown 40	Units	40	Brownfield scheme, LHMA mix, modelled at 40dph and 80% net developable. POS requirement (0.439ha) assumed as off-site.
	Gross	1.250	
	Net	1.000	
13	Density	40.0	
Brown 25	Units	25	Brownfield scheme, LHMA mix, modelled at 40dph and 95% net developable. POS requirement (0.271ha) assumed as off-site.
	Gross	0.658	
	Net	0.625	
14	Density	40.0	
Brown 16	Units	16	Brownfield scheme modelled at 40dph and 95% net developable. POS requirement (0.173ha) assumed as off-site.
	Gross	0.421	
	Net	0.400	
15	Density	40.0	
Brown 6	Units	6	Brownfield scheme modelled at 40dph and 95% net developable. Modelled with affordable housing. Below POS threshold.
	Gross	0.158	
	Net	0.150	
16	Density	40.0	
Brown 3	Units	3	Brownfield scheme modelled at 40dph and 95% net developable. Modelled with affordable housing. Below POS threshold.
	Gross	0.079	
	Net	0.075	
17	Density	40.0	

Flats 60	Units	60	Brownfield flatted scheme, LHMA mix, modelled at 80dph and 95% net developable. POS requirement (0.594ha) assumed as off-site.
	Gross	0.789	
	Net	0.750	
18	Density	80.0	
Flats 12	Units	12	Brownfield flatted scheme, modelled at 70dph and 95% net developable. POS requirement (0.118ha) assumed as off-site.
	Gross	0.180	
	Net	0.171	
19	Density	70.0	
Flats 6	Units	6	Small flatted scheme, modelled with affordable housing, at 70dph and 95% net developable. Below POS threshold.
	Gross	0.090	
	Net	0.086	
20	Density	70.0	
BtR Houses 60	Units	60	Greenfield Built to Rent family housing. POS (0.699ha) on-site so 75& net developable
	Gross	2.500	
	Net	2.000	
21	Density	30.0	
BTR Flats 50	Units	50	Brownfield BtR Flats. POS (4.81ha) off site. 95% net developable.
	Gross	0.877	
	Net	0.833	
22	Density	60.0	
Land off Belton Lane	Units	628	Strategic Site (SKPR-57) modelled based on 30dph and actual area 34.9ha - 60% net developable
	Gross	34.889	
	Net	20.933	
24	Density	30.0	
Spitalgate Heath - (Southern Quadrant)	Units	3,700	Strategic Site (GR3-H1 -(SKPR-278)) modelled based on 30dph and actual area 215ha - 57% net developable
	Gross	205.556	
	Net	123.333	
25	Density	30.0	
Rectory Farm	Units	1,554	Strategic Site (GR3-H2 -(SKPR-279) &GR3-H3 - (SKPR-280) modelled based on 30dph and actual area 83.59ha - 62% net developable
	Gross	86.333	
	Net	51.800	
26	Density	30.0	
Prince William of Gloucester Barracks	Units	4,000	Strategic Site (GR3-H4 -(SKPR-65)) modelled based on 35dph and actual area 184ha - 62% net developable
	Gross	190.476	
	Net	114.286	
27	Density	35.0	

Stamford North	Units	1,350	Strategic Site (STM1-H1 -(SKPR-281)) modelled based on 35dph and actual area 53.03ha - 73% net developable
	Gross	64.286	
	Net	38.571	
28	Density	35.0	
Linchfield Road	Units	680	Strategic Site (DEP1-H2 - (SKPR-37)) modelled based on 30dph and actual area 32.98ha - 69% net developable
	Gross	37.778	
	Net	22.667	
29	Density	30.0	
Mill Drove	Units	457	Strategic Site (SKPR-53&83) modelled based on 30dph and 60% net developable to give calculated gross area of 25.389ha. Actual area 30.54ha.
	Gross	25.389	
	Net	15.233	
30	Density	30.0	

Source: HDH (January 2024)

Table 9.3 Summary of UPDATED Modelled Sites – Areas and Densities

			Current Use	Units	Area Ha				Density Units/ha		Density
					Total	Gross	Net	%	Gross	Net	m2/ha
1	Large Green 450	Green	Agricultural	450	25.000	25.000	15.000	60.0%	18.00	30.00	2,602
2	Green 150	Green	Agricultural	150	8.333	8.333	5.000	60.0%	18.00	30.00	2,598
3	Green 60	Green	Agricultural	60	2.648	2.500	2.000	75.5%	24.00	30.00	2,586
4	Green 25	Green	Agricultural	25	1.112	0.877	0.833	74.9%	28.50	30.00	2,696
5	Green 16	Green	Agricultural	16	0.699	0.561	0.533	76.3%	28.50	30.00	2,479
6	Green 9	Green	Paddock	9	0.316	0.316	0.300	95.0%	28.50	30.00	2,793
7	Green 6	Green	Paddock	6	0.211	0.211	0.200	95.0%	28.50	30.00	3,030
8	Green 3	Green	Paddock	3	0.105	0.105	0.100	95.0%	28.50	30.00	3,300
9	Green 9 LD	Green	Paddock	9	0.474	0.474	0.450	95.0%	19.00	20.00	2,267
10	Green 6 LD	Green	Paddock	6	0.316	0.316	0.300	95.0%	19.00	20.00	2,267
11	Green 3 LD	Green	Paddock	3	0.158	0.158	0.150	95.0%	19.00	20.00	2,200
12	Brown 75	Brown	PDL	75	2.344	2.344	1.875	80.0%	32.00	40.00	3,331
13	Brown 40	Brown	PDL	40	1.250	1.250	1.000	80.0%	32.00	40.00	3,410
14	Brown 25	Brown	PDL	25	0.658	0.658	0.625	95.0%	38.00	40.00	3,374
15	Brown 16	Brown	PDL	16	0.421	0.421	0.400	95.0%	38.00	40.00	3,640
16	Brown 6	Brown	PDL	6	0.158	0.158	0.150	95.0%	38.00	40.00	3,667
17	Brown 3	Brown	PDL	3	0.079	0.079	0.075	95.0%	38.00	40.00	3,227
18	Flats 60	Brown	PDL	60	0.789	0.789	0.750	95.0%	76.00	80.00	5,928
19	Flats 12	Brown	PDL	12	0.180	0.180	0.171	95.0%	66.50	70.00	5,146
20	Flats 6	Brown	PDL	6	0.090	0.090	0.086	95.0%	66.50	70.00	5,287
21	BtR Houses 60	Green	Agricultural	60	2.669	2.500	2.000	74.9%	24.00	30.00	2,586
22	BTR Flats 50	Brown	PDL	50	0.877	0.877	0.833	95.0%	57.00	60.00	4,257
24	Land off Belton Lane	Green	Agricultural	628	34.900	34.889	20.933	60.0%	18.00	30.00	2,596
25	Spitalgate Heath - (Southe	Green	Agricultural	3,700	215.000	205.556	123.333	57.4%	18.00	30.00	2,601
26	Rectory Farm	Green	Agricultural	1,554	83.590	86.333	51.800	62.0%	18.00	30.00	2,603
27	Prince William of Gloucest	Green (MOI	MOD	4,000	184.000	190.476	114.286	62.1%	21.00	35.00	3,031
28	Stamford North	Green	Agricultural	1,350	53.030	64.286	38.571	72.7%	21.00	35.00	3,029
29	Linchfield Road	Green	Agricultural	680	32.980	37.778	22.667	60.0%	18.00	30.00	2,603
30	Mill Drove	Green	Agricultural	457	25.389	25.389	15.233	60.0%	18.00	30.00	2,606

Source: HDH (January 2024)

Older People's Housing

9.16 A private Sheltered/retirement and an Extracare scheme have been modelled, each on a 0.5ha site.

a. A private Sheltered/retirement scheme of 30 x 1 bed units of 50 sqm and 30 x 2 bed units of 75 sqm to give a net saleable area of 3,725 sqm. A further 20% non-saleable service and common areas to give a scheme GIA of 4,390 sqm is assumed.

b. An Extracare scheme of 36 x 1 bed units of 65 sqm and 24 x 2 bed units of 80 sqm to give a net saleable area of 4,260 sqm. A further 30% non-saleable service and common areas to give a scheme GIA of 5,347 sqm is assumed.

Employment Uses

9.17 The Council is planning to allocate strategic employment sites and mixed-use strategic sites. These sites will not be modelled individually, rather the type of development that they are most likely to deliver is modelled.

9.18 In line with the CIL Regulations, only developments of over 100 sqm have been assessed There are other types of development (such as petrol filling stations and garden centres etc), these have not been included in this high-level study due to the great diversity of project that may arise.

9.19 For this study, a number of development types have been assessed. The modelling is based on the following development types:

a. **Offices**. These are more than 250 sqm, will be of steel frame construction, be over several floors. Typical larger units are around 2,000 sqm.

Assumptions have been made about the site coverage and density of development on the sites, with 70% coverage on the office sites in the central urban situation and 25% elsewhere (i.e. business park). Three storey construction is assumed in the business park situation, with four-storey construction in the urban situation.

A 500 sqm, smaller office has also been modelled.

b. **Large Industrial.** Modern industrial units of over 4,000 sqm. There is little new space being constructed. This is used as the basis of the modelling. 40% coverage is assumed which is based on the single storey construction.

c. **Small Industrial.** Modern industrial units of 400 sqm. 40% coverage is assumed which is based on the single storey construction.

d. **Distribution and Logistics.** Modern units of over 4,000 sqm is used as the basis of the modelling. 35% coverage is assumed which is based on the single storey construction.

A site promoter[129] commented That they would expect the site coverage to be greater than 35%. Generally, coverage would be expected to be less on logistics and distribution sites and on industrial sites. This is, at least in part, due to the requirements for parking, loading and vehicle movement within the site. This has been increased to 40%, also being within the normal range.

9.20 The plethora of other types of commercial and employment development, beyond office and industrial/storage uses, have not been investigated in this study.

Retail

9.21 The following types of space have been assessed. It is only therefore necessary to look at the main types of development likely to come forward in the future. The following distinct types of retail development are modelled for the sake of completeness – although it should be noted that no such development is scheduled to take place on the specific sites.

a. **Supermarkets**. Typically, the units that are currently coming forward are around 2,000 sqm unit on a 0.6ha site with 120 or so car parking places (30% coverage).

b. **Retail Warehouse** is a single storey retail unit development with a gross (i.e. GIA) area of 4,000 sqm. It is assumed to require 150 car parking spaces, and to occupy a total site area of 0.8ha. The building is taken to be of steel construction.

c. **Shop** is a brick / block built development, of 200 sqm. Site coverage of 80% is assumed.

9.22 There are other types of retail development, such as small single farm shops, petrol filling stations and garden centres. These have not been included in this high-level study due to the great diversity of project that may arise.

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[129] Katie Gulliver of Mulberry Land re logistics uses.

10. Residential Appraisals

10.1 At the start of this chapter, it is important to stress that the results of the appraisals do not, in themselves, determine policy. The results of this study are one of a number of factors that South Kesteven District Council will consider, including the track record in delivering affordable housing and collecting developer contributions. The appraisals use the residual valuation approach, they assess the value of a site after taking into account the costs of development, the likely income from sales and/or rents and a developers' return. The Residual Value represents the maximum bid for a site where the payment is made in a single tranche on the acquisition of a site. In order for the proposed development to be viable, it is necessary for this Residual Value to exceed the Existing Use Value (EUV) by a satisfactory margin, being the Benchmark Land Value (BLV).

10.2 Several sets of appraisals have been run based on the assumptions provided in the previous chapters of this report, including the affordable housing requirement and developer contributions. Development appraisals are sensitive to changes in price, so appraisals have been run with various changes in the cost of construction and in prices.

10.3 As set out above, for each development type the Residual Value is calculated. The results are set out and presented for each site and per gross hectare to allow comparison between sites. In the tables in this chapter, the results are colour coded using a traffic light system:

Green	**Viable**	where the Residual Value per hectare exceeds the BLV per hectare (being the EUV plus the appropriate uplift to provide a landowners' premium).
Amber	**Marginal**	where the Residual Value per hectare exceeds the EUV but not the BLV. These sites should not be considered as viable when measured against the test set out – however, depending on the nature of the site and the owner, they may come forward.
Red	**Non-viable**	where the Residual Value does not exceed the EUV.

10.4 A report of this type applies relatively simple assumptions that are broadly reflective of an area to make an assessment of viability. The fact that a typology is shown as viable does not necessarily mean that, that type of development will come forward and vice versa. An important part of any final consideration of viability will be relating the results of this study to what is actually happening on the ground in terms of development.

Base Appraisals

10.5 The initial appraisals are based on the full policy-on scenario with all the policy requirements, unless stated, being the following assumptions.

a.	Affordable Housing	30% – in line with the requirements for 10% AHO and 25% of affordable homes to be First Homes. 60% as Affordable Rent and the balance as Shared Ownership.

b.	Design	Part M4(2) with 5% M4(3)a, 2025 FHS (Zero Carbon Ready), Water Efficiency, 10% Biodiversity Net Gain.
c.	Developer Contributions	s106 of £4,500 per unit on typologies, £20,000 per unit on potential strategic sites.

10.6 The base appraisals are included in **Appendix 13**.

Table 10.1a Residential Typologies, – Residual Values. Grantham and Wider SKDC

					Area (ha)		Units	Residual Value (£)		
					Gross	Net		Gross ha	Net ha	Site
Site 1	Large Green 450	Grantham and Wid	Green	Agricultural	25.00	15.00	450	357,442	595,737	8,936,059
Site 2	Green 150	Grantham and Wid	Green	Agricultural	8.33	5.00	150	22,747	37,912	189,560
Site 3	Green 60	Grantham and Wid	Green	Agricultural	2.50	2.00	60	5,576	7,384	14,769
Site 4	Green 25	Grantham and Wid	Green	Agricultural	0.88	0.83	25	174,017	232,252	193,543
Site 5	Green 16	Grantham and Wid	Green	Agricultural	0.56	0.53	16	221,746	290,509	154,938
Site 6	Green 9	Grantham and Wid	Green	Paddock	0.32	0.30	9	236,291	248,728	74,618
Site 7	Green 6	Grantham and Wid	Green	Paddock	0.21	0.20	6	174,596	183,785	36,757
Site 8	Green 3	Grantham and Wid	Green	Paddock	0.11	0.10	3	-394,196	-414,943	-41,494
Site 9	Green 9 LD	Grantham and Wid	Green	Paddock	0.47	0.45	9	-92,935	-97,826	-44,022
Site 10	Green 6 LD	Grantham and Wid	Green	Paddock	0.32	0.30	6	-102,128	-107,503	-32,251
Site 11	Green 3 LD	Grantham and Wid	Green	Paddock	0.16	0.15	3	-262,797	-276,629	-41,494
Site 12	Brown 75	Grantham and Wid	Brown	PDL	2.34	1.88	75	-812,208	-1,015,260	-1,903,612
Site 13	Brown 40	Grantham and Wid	Brown	PDL	1.25	1.00	40	-844,453	-1,055,567	-1,055,567
Site 14	Brown 25	Grantham and Wid	Brown	PDL	0.66	0.63	25	-680,510	-716,326	-447,704
Site 15	Brown 16	Grantham and Wid	Brown	PDL	0.42	0.40	16	-1,035,027	-1,089,502	-435,801
Site 16	Brown 6	Grantham and Wid	Brown	PDL	0.16	0.15	6	-764,077	-804,291	-120,644
Site 17	Brown 3	Grantham and Wid	Brown	PDL	0.08	0.08	3	-870,864	-916,699	-68,752
Site 18	Flats 60	Grantham and Wid	Brown	PDL	0.79	0.75	60	-2,734,623	-2,878,551	-2,158,913
Site 19	Flats 12	Grantham and Wid	Brown	PDL	0.18	0.17	12	-2,387,572	-2,513,233	-430,840
Site 20	Flats 6	Grantham and Wid	Brown	PDL	0.09	0.09	6	-2,517,749	-2,650,262	-227,165
Site 21	BtR Houses 60	Grantham and Wid	Green	Agricultural	2.50	2.00	60	-611,826	-816,425	-1,632,850
Site 22	BTR Flats 50	Grantham and Wid	Brown	PDL	0.88	0.83	50	-3,381,088	-3,559,040	-2,965,866
Site 24	Land off Belton Lane	Great Gonerby	Green	Agricultural	34.89	20.93	628	408,262	680,654	14,248,358
Site 25	Spitalgate Heath - (Southern Quadrant)	Grantham	Green	Agricultural	205.56	123.33	3,700	192,316	335,253	41,347,867
Site 26	Rectory Farm	Grantham	Green	Agricultural	86.33	51.80	1,554	376,727	607,928	31,490,650
Site 27	Prince William of Gloucester Barracks	Grantham	Green (MOD	MOD	190.48	114.29	4,000	315,322	507,668	58,019,252
Site 29	Linchfield Road	The Deepings	Green	Agricultural	37.78	22.67	680	350,711	510,284	11,566,436
Site 30	Mill Drove	Bourne	Green	Agricultural	25.39	15.23	457	289,948	483,247	7,361,461

Source: HDH (January 2024)

Table 10.1b Residential Typologies, – Residual Values. Stamford Area

					Area (ha)		Units	Residual Value (£)		
					Gross	Net		Gross ha	Net ha	Site
Site 1	Large Green 450	Stamford & South	Green	Agricultural	25.00	15.00	450	1,095,811	1,826,352	27,395,281
Site 2	Green 150	Stamford & South	Green	Agricultural	8.33	5.00	150	851,478	1,419,130	7,095,651
Site 3	Green 60	Stamford & South	Green	Agricultural	2.50	2.00	60	1,083,519	1,434,821	2,869,641
Site 4	Green 25	Stamford & South	Green	Agricultural	0.88	0.83	25	1,308,366	1,746,211	1,455,176
Site 5	Green 16	Stamford & South	Green	Agricultural	0.56	0.53	16	1,324,037	1,734,617	925,129
Site 6	Green 9	Stamford & South	Green	Paddock	0.32	0.30	9	1,765,144	1,858,046	557,414
Site 7	Green 6	Stamford & South	Green	Paddock	0.21	0.20	6	1,879,072	1,977,971	395,594
Site 8	Green 3	Stamford & South	Green	Paddock	0.11	0.10	3	1,472,030	1,549,505	154,950
Site 9	Green 9 LD	Stamford & South	Green	Paddock	0.47	0.45	9	1,182,715	1,244,963	560,233
Site 10	Green 6 LD	Stamford & South	Green	Paddock	0.32	0.30	6	1,208,206	1,271,796	381,539
Site 11	Green 3 LD	Stamford & South	Green	Paddock	0.16	0.15	3	981,353	1,033,003	154,950
Site 12	Brown 75	Stamford & South	Brown	PDL	2.34	1.88	75	1,348,856	1,686,070	3,161,382
Site 13	Brown 40	Stamford & South	Brown	PDL	1.25	1.00	40	1,366,381	1,707,976	1,707,976
Site 14	Brown 25	Stamford & South	Brown	PDL	0.66	0.63	25	1,920,796	2,021,890	1,263,681
Site 15	Brown 16	Stamford & South	Brown	PDL	0.42	0.40	16	1,903,905	2,004,110	801,644
Site 16	Brown 6	Stamford & South	Brown	PDL	0.16	0.15	6	2,194,851	2,310,370	346,555
Site 17	Brown 3	Stamford & South	Brown	PDL	0.08	0.08	3	1,610,870	1,695,653	127,174
Site 18	Flats 60	Stamford & South	Brown	PDL	0.79	0.75	60	970,244	1,021,310	765,982
Site 19	Flats 12	Stamford & South	Brown	PDL	0.18	0.17	12	933,993	983,151	168,540
Site 20	Flats 6	Stamford & South	Brown	PDL	0.09	0.09	6	810,103	852,740	73,092
Site 21	BtR Houses 60	Stamford & South	Green	Agricultural	2.50	2.00	60	-611,826	-816,425	-1,632,850
Site 22	BTR Flats 50	Stamford & South	Brown	PDL	0.88	0.83	50	-3,381,088	-3,559,040	-2,965,866
Site 28	Stamford North	Stamford	Green	Agricultural	64.29	38.57	1,350	1,332,930	1,832,581	70,685,263

Source: HDH (January 2024)

10.7 The results vary across the typologies, although this is largely due to the different assumptions around the nature of each typology. The Residual Value is not an indication of viability by itself, simply being the maximum price a developer may bid for a parcel of land, and still make an adequate return. In the above tables, the results for all the typologies are shown. In the subsequent tables, only the typologies relevant for each area are shown. In the following tables the Residual Value is compared with the BLV. The BLV being an amount over and above the EUV that is sufficient to provide the willing landowner to sell the land for development as set out in Chapter 6 above:

Table 10.2a Residential Typologies, – Residual Values v BLV. Grantham and wider SKDC

		EUV	BLV	Residual Value
Site 1	Large Green 450	25,000	375,000	357,442
Site 2	Green 150	25,000	375,000	22,747
Site 3	Green 60	25,000	375,000	5,576
Site 4	Green 25	25,000	375,000	174,017
Site 5	Green 16	25,000	375,000	221,746
Site 6	Green 9	50,000	400,000	236,291
Site 7	Green 6	50,000	400,000	174,596
Site 8	Green 3	50,000	400,000	-394,196
Site 9	Green 9 LD	50,000	400,000	-92,935
Site 10	Green 6 LD	50,000	400,000	-102,128
Site 11	Green 3 LD	50,000	400,000	-262,797
Site 12	Brown 75	400,000	480,000	-812,208
Site 13	Brown 40	400,000	480,000	-844,453
Site 14	Brown 25	400,000	480,000	-680,510
Site 15	Brown 16	400,000	480,000	-1,035,027
Site 16	Brown 6	400,000	480,000	-764,077
Site 17	Brown 3	400,000	480,000	-870,864
Site 18	Flats 60	400,000	480,000	-2,734,623
Site 19	Flats 12	400,000	480,000	-2,387,572
Site 20	Flats 6	400,000	480,000	-2,517,749
Site 21	BtR Houses 60	25,000	375,000	-611,826
Site 22	BTR Flats 50	400,000	480,000	-3,381,088
Site 24	Land off Belton Lane	25,000	250,000	408,262
Site 25	Spitalgate Heath - (Southern Quadrant)	25,000	250,000	192,316
Site 26	Rectory Farm	25,000	250,000	376,727
Site 27	Prince William of Gloucester Barracks	25,000	250,000	315,322
Site 29	Linchfield Road	25,000	250,000	350,711
Site 30	Mill Drove	25,000	250,000	289,948

Source: HDH (January 2024)

Table 10.2b Residential Typologies, – Residual Values v BLV. Stamford Area

		EUV	BLV	Residual Value
Site 1	Large Green 450	25,000	375,000	1,095,811
Site 2	Green 150	25,000	375,000	851,478
Site 3	Green 60	25,000	375,000	1,083,519
Site 4	Green 25	25,000	375,000	1,308,366
Site 5	Green 16	25,000	375,000	1,324,037
Site 6	Green 9	50,000	400,000	1,765,144
Site 7	Green 6	50,000	400,000	1,879,072
Site 8	Green 3	50,000	400,000	1,472,030
Site 9	Green 9 LD	50,000	400,000	1,182,715
Site 10	Green 6 LD	50,000	400,000	1,208,206
Site 11	Green 3 LD	50,000	400,000	981,353
Site 15	Brown 16	400,000	480,000	1,903,905
Site 16	Brown 6	400,000	480,000	2,194,851
Site 17	Brown 3	400,000	480,000	1,610,870
Site 18	Flats 60	400,000	480,000	970,244
Site 19	Flats 12	400,000	480,000	933,993
Site 20	Flats 6	400,000	480,000	810,103
Site 28	Stamford North	25,000	250,000	1,332,930

Source: HDH (January 2024)

10.8 The results vary notably between the higher value Stamford area, and the lower value wider SKDC, including Grantham. Within the Stamford area the Residual Value exceeds the BLV across all the typologies, indicating that most development will be viable when subject to the tested policy obligations. This is not the case in Grantham and the wider Council area where the Residual Value is less than the BLV, suggesting that most development is unlikely to be viable. It is important to note that policy obligations incorporated into the above analysis is greater than the adopted policy requirements, and that planning applications are frequently subject to site specific viability testing that leads to the current policy requirements being flexed. Within each area the lower value / higher cost brownfield sites and the higher value / lower cost greenfield sites produce varied results.

10.9 The modelling includes the seven potential strategic sites. All of these, with the exception of the Spitalgate Heath - (Southern Quadrant) site, generate a positive Residual Value that exceeds the BLV, indicating that such sites are likely to be viable. The Spitalgate Heath - (Southern Quadrant) site generates a Residual Value that is well above the EUV, but not the BLV. The variance across the strategic sites is largely a factor of the high-level capacity and density assumptions (units per ha and net / gross assumptions). These sites are included to inform the site selection process. It is necessary to note that the delivery of any large site is challenging. Regardless of these results, it is recommended that that the Council engages with the owners in line with the advice set out in the Harman Guidance (page 23):

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

10.10 In this context paragraph 10-006 of the PPG is highlighted:

> *... It is the responsibility of site promoters to engage in plan making, take into account any costs including their own profit expectations and risks, and ensure that proposals for development are policy compliant. It is important for developers and other parties buying (or interested in buying) land to have regard to the total cumulative cost of all relevant policies when agreeing a price for the land. Under no circumstances will the price paid for land be a relevant justification for failing to accord with relevant policies in the plan....*
>
> *PPG 10-006-20180724*

10.11 In relation to the potential strategic sites, these are modelled on the basis that the site is acquired by the developer in a single tranche at the start of the project. Such a scenario is relatively unlikely on very large sites, where the site is typically purchased in phases. Such an approach not only benefits the developer in terms of cashflow but can be beneficial to the landowner in terms of taxation.

10.12 The above analysis is based on the Council's current policy aspirations. These are more than the existing requirements. The Council is exploring various options so further sets of appraisals have been run to establish the costs of the additional policy requirements. Before doing this, further appraisals have been run to understand an issue that was highlighted through the technical consultation, being the level of the developer's return assumptions. The approach to deriving the Benchmark Land Value was also questioned, this is considered under the suggested Policy Requirements heading below.

Developers' Return

10.13 In the initial iteration of this assessment the developers' return was taken as 17.5% of market housing and 6% of affordable housing. Based on comments made through the consultation process, this was changed to 20% across the mainstream housing schemes and 6% for affordable housing. A range of assumptions are tested in the 15% to 20% range (as per paragraph 10-018-20190509 of the updated PPG) and are set out in **Appendix 14** below.

10.14 This analysis shows that where a lower developers' return than 20% / 6% is used, the proportion of typologies that generate a Residual Value that exceeds the BLV is somewhat more, with several of the typologies shown as being unviable moving into the viable category.

Varied Policy Requirements

10.15 The above analysis is based on a 30% affordable housing requirement as this is a convenient starting point. The Council is exploring various options, including seeking higher environmental standards and greater accessibility. Sets of appraisals have been run to establish the costs of the additional policy requirements. The results are included in **Appendix 15**.

10.16 The starting place for the above analysis is Zero Carbon ready (Option 1 of the FHS consultation). Further appraisals have been run at the current standard, the anticipated 2025 increase to Part L of Building Regulations and an enhanced Zero Carbon standard. In addition, varied levels of Biodiversity Net Gain, and varied levels of Accessible and Adaptable standards under Part M of Building Regulations are tested. The figures in the following table are an indication of the amount the Residual Value will fall (or rise) for the various policy requirements. The reduction in the amount of the Residual Value is the reduced amount in the maximum price a developer can pay a landowner.

Table 10.3 Costs of Policy Requirements (Change in Residual Value as £ per ha)

Grantham & Wider SKDC									
	Large Green	Greenfield	Small Greenfield	Small Greenfield LD	Brownfield	Small Brownfield	Flats	BTR	Strategic Sites
Environmental Policies - Relative to Zero Carbon Ready									
Part L 2021	-75,844	-120,227	-211,334	-162,065	-221,763	-237,052	-423,853	-231,648	-68,563
FHS Option 2	-57,254	-90,489	-158,860	-121,789	-166,378	-177,789	-317,890	-173,807	-51,542
FHS Option 1	0	0	0	0	0	0	0	0	0
Zero Carbon	38,306	61,702	106,391	81,516	111,167	118,526	211,927	116,202	34,776
FHS Option 1 & District	86,090	124,246	200,557	148,530	227,257	246,231	373,197	215,171	78,214
Biodiversity Net Gain - Relative to 10% BNG									
10% BNG	0	0	0	0	0	0	0	0	0
20%BNG	888	1,448	2,575	1,972	36,742	39,960	74,761	30,014	805
Rainwater Harvesting	43,045	61,997	100,279	73,649	113,344	123,115	186,498	107,586	39,079
Accessible and Adaptable Standards - Relative to 95% M4(2) / 5% M4(3)									
100% M4(2)	-11,929	-17,102	-27,789	-20,409	-31,409	-34,117	-51,682	-29,814	-10,822
95% M4(2), 5% M4(3)	0	0	0	0	0	0	0	0	0
90% M4(2), 10% M4(3)	11,929	17,160	27,789	20,409	31,409	34,117	51,682	29,814	10,832
Stamford Area									
	Large Green	Greenfield	Small Greenfield	Small Greenfield LD	Brownfield	Small Brownfield	Flats	BTR	Strategic Sites
Environmental Policies - Relative to Zero Carbon Ready									
Part L 2021	-72,728	-118,089	-202,236	-155,006	-238,656	-222,999	-397,388	0	-91,339
FHS Option 2	-54,546	-88,566	-151,677	-116,254	-178,992	-167,250	-298,041	0	-68,504
FHS Option 1	0	0	0	0	0	0	0	0	0
Zero Carbon	36,364	59,044	101,576	77,808	119,328	111,500	199,260	0	45,670
FHS Option 1 & District	81,762	118,652	191,716	140,767	235,516	231,674	351,215	0	102,633
Biodiversity Net Gain - Relative to 10% BNG									
10% BNG	0	0	0	0	0	0	0	0	0
20%BNG	843	1,400	2,447	1,875	40,218	37,591	70,093	0	1,058
Rainwater Harvesting	40,863	59,326	95,704	70,280	117,758	115,837	175,270	0	51,317
Accessible and Adaptable Standards - Relative to 95% M4(2) / 5% M4(3)									
100% M4(2)	-11,324	-16,440	-26,414	-19,405	-32,633	-32,100	-48,455	0	-14,221
95% M4(2), 5% M4(3)	0	0	0	0	0	0	0	0	0
90% M4(2), 10% M4(3)	11,324	16,440	26,490	19,455	32,633	32,100	48,455	0	14,221

Source: HDH (January 2024)

10.17 The amount the Residual Value falls is related to the density of the type of development, by way of an example, seeking Zero Carbon on flatted development is likely to reduce the Residual Value by about £210,000/ha, whilst the impact is about £35,000/ha on the very large, and lower density, potential strategic sites. These differences are largely due to the density assumptions used in the modelling.

10.18 The increase from the 2025 Future Home Standard Option 1 to Zero Carbon is significant, whilst the move from 10% to 20 BNG is less so.

Varied Affordable Housing

10.19 A core purpose of this study is to consider an appropriate affordable housing target and the tenure mix. The current affordable housing policy seeks 30% affordable housing, except in Grantham where 20% is sought. The Council seeks 60% Affordable Rent or Social Rent and the balance as Affordable Home Ownership, however, in line with paragraph 66 of the NPPF, a minimum of 10% affordable home ownership units are assumed, and in line with Paragraph 70-001-21210524 of the PPG, it is assumed that 25% of the affordable homes are First Homes.

10.20 The tables included in **Appendix 16** show the results of the appraisals where the total amount of affordable housing is varied. In this initial analysis the affordable housing is assumed to be delivered as 67% affordable Rent, 25% First Homes and the balance as Shared Ownership (note this does not meet the requirements of the NPPF that 10% of all the housing should be Affordable Home Ownership). All other matters are as in the base appraisals at the start of this chapter.

Table 10.4 Costs of Providing Affordable Housing (Change in Residual Value as £ per ha)

	Large Green	Greenfield	Small Greenfield	Small Greenfield LD	Brownfield	Small Brownfield	Flats	BTR	Strategic Sites
Grantham & Wider SKDC									
0%	0	0	0	0	0	0	0	0	0
5%	30,175	39,629	73,119	48,284	50,474	75,302	79,081	4,208	28,538
10%	60,350	79,258	146,258	96,568	101,393	152,418	158,416	8,416	57,076
15%	114,351	148,175	264,067	174,613	171,713	255,563	290,857	12,657	106,960
20%	168,360	217,133	382,182	252,663	242,072	358,713	423,308	16,948	156,905
25%	223,258	286,799	500,674	330,710	312,428	461,861	555,754	21,240	206,998
30%	268,318	345,571	602,618	397,811	375,276	554,595	666,955	25,532	248,656
35%	313,378	405,393	704,774	465,053	438,196	647,330	778,157	29,823	290,431
40%	358,439	465,466	806,930	533,144	501,292	740,065	889,561	34,115	332,216
Stamford Area									
0%	0	0	0	0	0	0	0		0
5%	44,279	63,165	132,262	97,479	125,428	146,069	142,427		56,973
10%	88,559	126,330	264,523	194,958	250,857	292,138	284,854		113,947
15%	193,561	266,034	495,370	357,698	505,336	579,259	622,072		243,967
20%	298,575	405,798	727,905	521,562	759,841	866,408	960,826		374,001
25%	403,583	545,554	960,430	685,420	1,014,334	1,153,841	1,302,296		504,028
30%	484,300	654,712	1,153,524	823,177	1,217,200	1,387,046	1,565,609		604,834
35%	565,016	763,870	1,347,887	961,779	1,420,067	1,620,250	1,829,838		705,640
40%	645,733	873,029	1,542,558	1,100,586	1,622,934	1,853,454	2,094,742		806,445

Source: HDH (January 2024)

10.21 This analysis shows that providing 30% affordable housing on flatted schemes is likely to cost over £670,000 per ha, but on greenfield sites, less half this amount (because of the lower density). Providing 30% affordable housing, rather than 20% affordable housing will have the effect of reducing the Residual Value by £100,000 per ha or so, on greenfield sites.

10.22 The tables included in **Appendix 17** show the results of the appraisals where the type of affordable housing for rent is varied between Affordable Rent and Social Rent. In this analysis the affordable housing is assumed to be delivered in line with the requirements of the NPPF that 10% of all the housing should be Affordable Home Ownership and 25% of the affordable homes are First Homes. All other matters are as in the base appraisals at the start of this chapter.

10.23 This analysis shows that, on average, assuming 30% affordable housing, across the typologies, the Residual Value is about £125,000/ha less where the affordable housing for rent is provided as Social Rent rather than Affordable Rent. The consequence of this is that should the Council seek that all the affordable housing for rent is as Social Rent, the developer could typically afford to pay a landowner about £125,000/ha less than where the affordable housing for rent is as Affordable Rent. This is a significant difference that has the impact of reducing the scope for affordable housing provision by between 5% and 10%, although the impact varies considerably across the different typologies.

10.24 First Homes are required to be subject to a minimum discount of 30%. Paragraph 70-004-20210524 of the PPG gives councils scope (subject to conditions) to set an alternative discount of 40% or 50% or a cap reduced below the £250,000 set out in the PPG. A further set of appraisals has been run with the First Homes being subject to a range of discounts and caps, the results of which are set out in **Appendix 18**.

10.25 This analysis shows that, on average, assuming 30% affordable housing, across the typologies, the Residual Value is about £40,000/ha less where the First Homes are subject to a 40% discount rather than the minimum 30% discount. Also, on average, assuming 30% affordable housing, across the typologies, the Residual Value is about £75,000/ha less where the First Homes are subject to a 50% discount rather than the minimum 30% discount.

10.26 If the Council were to seek a 50% discount for First Homes the cost, when considered in isolation, would be equivalent to seeking 5% affordable housing, or seeking Zero Carbon (relative to the current standards). It is necessary to consider different policy requirements together, however seeking a discount that is greater than 30% is likely to lead to a reduced overall affordable housing requirement. This analysis shows that when subject to a 30% discount, the cap does not make a material difference to the results until it falls below £200,000.

Developer Contributions

10.27 The above analysis considered the impact of affordable housing on development viability, taking into account the anticipated requirements for developer contributions od £4,500 per unit on the typologies and £20,000 per unit on the potential strategic sites. A range of developer contribution costs ranging from £0 to £40,000 per unit has been tested, initially this is against a zero affordable housing requirement. The tables included in **Appendix 19** show the results of the appraisals.

Table 10.5 Costs of Developer Contributions (Change in Residual Value as £ per ha)

	Large Green	Greenfield	Small Greenfield	Small Greenfield LD	Brownfield	Small Brownfield	Flats	BTR	Strategic Sites
Grantham & Wider SKDC									
£0	0	0	0	0	0	0	0	0	0
£2,500	33,881	49,405	69,137	46,689	88,683	95,586	180,769	103,727	30,834
£5,000	67,761	98,810	138,820	93,498	177,367	191,257	361,539	207,454	61,750
£10,000	135,738	197,619	279,306	187,118	356,149	388,138	725,091	415,685	123,855
£15,000	205,553	296,429	419,867	280,737	535,207	586,227	1,088,690	624,779	186,683
£20,000	275,368	396,466	561,264	374,357	714,751	784,316	1,452,289	834,856	250,102
Stamford Area									
£0	0	0	0	0	0	0	0		0
£2,500	33,138	49,405	67,379	44,612	89,957	91,098	167,814		41,707
£5,000	66,276	98,810	134,759	89,224	179,914	182,887	335,629		83,414
£10,000	132,552	197,619	269,517	178,448	359,829	367,713	671,257		166,829
£15,000	198,827	296,429	404,276	267,672	539,743	552,539	1,006,886		250,243
£20,000	265,103	395,238	539,034	356,897	719,658	737,365	1,344,543		333,657

Source: HDH (January 2024)

10.28 Averaged across the typologies, a £5,000 per unit developer contribution has the impact of reducing the Residual Value by about £165,000 per ha, and a £20,000 per unit developer contribution has the impact of reducing the Residual Value by about £670,000 per ha. To set this in context, the BLV assumption is between £350,000 per ha and £400,000 per ha.

Cumulative Costs of Policy Requirements

10.29 The above analysis considered the impact of higher policy standards individually. The effect of affordable housing and developer contributions is now tested in three scenarios.

Table 10.6 Policy Scenarios for Policy Testing

	Lower Requirements	Mid Requirements	Higher Requirements
Biodiversity Net Gain	10%	20%	20%
Carbon and Energy	Future Homes Standard Option 2	Future Homes Standard Option 1	Zero Carbon
Accessibility	100% M4(2) Accessible & Adaptable	100% M4(2) Accessible & Adaptable	95% M4(2) Accessible & Adaptable, 5% M4(3)a Wheelchair Adaptable
Water Standard	Enhanced Building Regulations	Enhanced Building Regulations	Enhanced Building Regulations plus rainwater harvesting

Source: January 2024

10.30 The appraisal results are summarised below. In the following analysis, the small sites (less than 10 units) are modelled with affordable housing, although it is important to note that these are under the affordable housing threshold included in paragraph 65 of the NPPF.

10.31 In the following table the typologies that are able to bear at least £5,000 per unit in developer contributions are shaded green, as are the potential strategic sites that are able to bear at least £20,000 per unit in developer contributions.

Table 10.7a Maximum Levels of Developer Contributions. £/unit

Affordable %	Large Green	Greenfield	Small Greenfield	Small Greenfield LD	Brownfield	Small Brownfield	Flats	BTR	Strategic Sites
Lower Policy Requirements									
0%	£25,000	£15,000	£10,000	£2,500	Unviable	Unviable	Unviable	Unviable	£32,500
5%	£22,500	£15,000	£17,500	£0	Unviable	Unviable	Unviable	Unviable	£30,000
10%	£22,500	£12,500	£15,000	Unviable	Unviable	Unviable	Unviable	Unviable	£27,500
15%	£17,500	£10,000	£10,000	Unviable	Unviable	Unviable	Unviable	Unviable	£25,000
20%	£12,500	£5,000	£5,000	Unviable	Unviable	Unviable	Unviable	Unviable	£20,000
25%	£10,000	£2,500	£2,500	Unviable	Unviable	Unviable	Unviable	Unviable	£17,500
30%	£5,000	£0	Unviable	Unviable	Unviable	Unviable	Unviable	Unviable	£12,500
Mid Policy Requirements									
0%	£22,500	£12,500	£12,500	Unviable	Unviable	Unviable	Unviable	Unviable	£27,500
5%	£20,000	£10,000	£10,000	Unviable	Unviable	Unviable	Unviable	Unviable	£25,000
10%	£17,500	£5,000	£7,500	Unviable	Unviable	Unviable	Unviable	Unviable	£22,500
15%	£12,500	£5,000	£5,000	Unviable	Unviable	Unviable	Unviable	Unviable	£20,000
20%	£10,000	£0	£2,500	Unviable	Unviable	Unviable	Unviable	Unviable	£15,000
25%	£5,000	Unviable	£0	Unviable	Unviable	Unviable	Unviable	Unviable	£12,500
30%	£2,500	Unviable	Unviable	Unviable	Unviable	Unviable	Unviable	Unviable	£10,000
Higher Policy Requirements									
0%	£15,000	£5,000	£5,000	Unviable	Unviable	Unviable	Unviable	Unviable	£20,000
5%	£12,500	£2,500	£2,500	Unviable	Unviable	Unviable	Unviable	Unviable	£17,500
10%	£10,000	£0	£2,500	Unviable	Unviable	Unviable	Unviable	Unviable	£15,000
15%	£5,000	Unviable	£0	Unviable	Unviable	Unviable	Unviable	Unviable	£12,500
20%	£2,500	Unviable	Unviable	Unviable	Unviable	Unviable	Unviable	Unviable	£10,000
25%	Unviable	Unviable	Unviable	Unviable	Unviable	Unviable	Unviable	Unviable	£5,000
30%	Unviable	Unviable	Unviable	Unviable	Unviable	Unviable	Unviable	Unviable	£2,500

Source: HDH (January 2024)

Table 10.7b Maximum Levels of Developer Contributions. £/unit

Affordable %	Large Green	Greenfield	Small Greenfield	Small Greenfield LD	Brownfield	Small Brownfield	Flats	BTR	Strategic Sites
Lower Policy Requirements									
0%	£40,000	£40,000	£40,000	£40,000		£40,000	£37,500		£40,000
5%	£40,000	£40,000	£40,000	£40,000		£40,000	£35,000		£40,000
10%	£40,000	£40,000	£40,000	£40,000		£40,000	£32,500		£40,000
15%	£40,000	£40,000	£40,000	£40,000		£40,000	£27,500		£40,000
20%	£40,000	£40,000	£40,000	£40,000		£40,000	£22,500		£40,000
25%	£40,000	£40,000	£40,000	£40,000		£40,000	£17,500		£40,000
30%	£40,000	£40,000	£40,000	£40,000		£40,000	£15,000		£40,000
Mid Policy Requirements									
0%	£40,000	£40,000	£40,000	£40,000		£40,000	£30,000		£40,000
5%	£40,000	£40,000	£40,000	£40,000		£40,000	£30,000		£40,000
10%	£40,000	£40,000	£40,000	£40,000		£40,000	£27,500		£40,000
15%	£40,000	£40,000	£40,000	£40,000		£40,000	£22,500		£40,000
20%	£40,000	£40,000	£40,000	£40,000		£40,000	£17,500		£40,000
25%	£40,000	£40,000	£40,000	£40,000		£40,000	£12,500		£40,000
30%	£40,000	£37,500	£40,000	£40,000		£40,000	£10,000		£40,000
Higher Policy Requirements									
0%	£40,000	£40,000	£40,000	£40,000		£40,000	£25,000		£40,000
5%	£40,000	£40,000	£40,000	£40,000		£40,000	£22,500		£40,000
10%	£40,000	£40,000	£40,000	£40,000		£40,000	£20,000		£40,000
15%	£40,000	£40,000	£40,000	£40,000		£40,000	£15,000		£40,000
20%	£40,000	£40,000	£40,000	£40,000		£40,000	£10,000		£40,000
25%	£40,000	£35,000	£40,000	£40,000		£40,000	£7,500		£40,000
30%	£40,000	£30,000	£40,000	£40,000		£40,000	£2,500		£40,000

Source: HDH (January 2024)

Suggested Policy Requirements

10.32 The early results of this report were discussed with the Council, in making these suggestions the following have been taken into account:

a. The delivery of affordable housing is important, and within this the Council is comfortable with affordable housing for rent, under the Affordable Rent (caped at the LHA) tenure.

b. There is a requirement for both Affordable Rent and Social Rent, however seeking Social Rent would have an adverse impact on viability. At present, the Council does not mandate a particular tenure mix within the emerging policy. It is the Council's preference not to be specific in this regard, rather the tenure mix being informed by local need and viability.

c. That it is likely that the new national policy requirements for further increases to Part M of Building Regulations (with all new homes to be built to Accessible and Adaptable – Part M4(2) standards) will be adopted around the time that the new Local Plan is implemented. It would be prudent to assume that these are a requirement. Having said this, there is uncertainty over the direction of Government policy, so the Council should keep this under review.

d. The cost of providing wheelchair adaptable housing is significant. Whilst the Council has a need for such accommodation within the affordable sector it is not felt necessary to mandate this, based on the Council's current evidence.

e. The revisions to Approved Document L are a step towards the introduction of the Future Homes Standard in 2025. While precise details of the Future Homes Standard are currently (at January 2024) out for consultation, and bearing in mind the timetable for the introduction of the new Local Plan, it would be prudent to assume that the 'Option 1' is a requirement. Again, having said this, there is uncertainty over the direction of Government policy, so the Council should keep this under review.

f. The viability testing includes the testing of District Heating. District Heating is not a particular priority of the Council.

g. The viability testing includes the testing of Rainwater Harvesting. Mandatory Rainwater Harvesting is expensive and would impinge on the ability to provide other requirements. It is not considered a priority.

h. The viability testing includes a range of greenfield sites, and these have the greatest capacity to bear planning obligations such as affordable housing and developer contributions. Whilst directing development away from the existing built-up area and into the rural areas may achieve greater levels of planning obligations, this does not sit well with wider planning considerations.

i. The Council has declared a climate emergency, a move towards Zero Carbon development is an important, but not at the significant expense of the provision of affordable housing.

j. Brownfield sites do not comprise a significant part of the land supply for future development. This is most likely to be in the Grantham built up area. Brownfield site development, and in particular flatted schemes, are the least viable so the Council should be cautious about relying on such sites to deliver development. The Council is committed to delivering policy compliant development and has a long track record of doing so, both through actively intervening in the market and through working with the wider public sector to enable delivery. It is likely that it will be necessary to consider viability on brownfield sites at the development management stage.

k. The Council recognises that that the density assumptions used in the SHLAA are at the lower end of the range normally seen for large scale greenfield sites. When this is combined with the preferred housing mix from the Council's Local Housing Market Assessment the resulting development density, when considered on a sqm per ha basis, is significantly less than that which would be expected and this has the impact of depressing the Residual Value (per ha).

l. There is a need for infrastructure funding. The analysis suggests that most types of greenfield development have capacity to bear developer contributions. The infrastructure requirements of the potential strategic sites is not yet known. It will be necessary for the Council to establish the costs of strategic infrastructure and mitigation associated with the potential strategic sites and test the site's ability to bear those costs before selecting sites to be included in the Plan. It is recommended that the Council completes the updating of the IDP prior to making a decision in this regard.

10.33 The above results were discussed with the Council's officers. Further sets of appraisals were then run based on the following policy requirements which align with the December 2023 consultation on the implementation of Future Homes Standard (Zero Carbon ready)[130]:

a.	Affordable Housing	Brownfield sites 10%, Greenfield sites 20%, Strategic sites 30%. In line with the requirements for 10% AHO and 25% of affordable homes to be First Homes (30% discount). The balance as Affordable Rent.
b.	Design	Part M4(2), 2025 Future Homes Standard (Option 1), Water Efficiency, 10% Biodiversity Net Gain.
c.	Developer Contributions	s106 of £4,500 per unit on typologies and £20,000 per unit on strategic sites.

10.34 The appraisal results are set out in **Appendix 20** and subject to sensitivity testing in terms of changes in costs and values, and in relation to the Benchmark Land Value.

10.35 If the Council were to follow this advice it would be necessary to be cautious in relying on brownfield sites in the five year land supply and overall housing trajectory, as the delivery of these is likely to continue to be challenging. It will be necessary to have regard to the progress of brownfield sites through the development management process and / or commitments from site promoters. This may influence the selection of sites for allocation.

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[130] As set out in Chapter 2 above, as this report was being completed in December 2023, the Government published a further consultation on the details of the implementation of the Future Homes Standard.

10.36 The modelling includes the seven potential strategic sites. These are included to inform the site selection process. All the sites, with the exception of Spitalgate Heath - (Southern Quadrant) site, are shown as being viable with 30% affordable housing. The Spitalgate Heath - (Southern Quadrant) site is only shown as being viable if affordable housing is maximised, with 25% affordable housing without developer contributions, or alternatively, if developer contributions are maximised, with 0% Affordable Housing and £17,500 per unit in developer contributions. As set out earlier, the delivery of any large site is challenging. It is recommended that that the Council engages with the owners of all the strategic sites in line with the advice set out in the Harman Guidance, and only includes these sites in the new Local Plan if they can be demonstrated to be viable.

10.37 Having said this, strategic sites are modelled as for the typologies in this assessment. It is necessary to highlight an assumption at this stage as it is not representative of such large sites. The potential strategic sites are modelled on the basis that site is acquired by the developer in a single tranche at the start of the project. Such a scenario is relatively unlikely on very large sites, where the site is typically purchased in phases. Such an approach benefits the developer in terms of cashflow and this will have a material impact on viability.

Impact of Change in Values and Costs

10.38 Whatever policies are adopted, the Plan should not be unduly sensitive to future changes in prices and costs. In this report, the analysis is based on the build costs produced by BCIS. As well as producing estimates of build costs, BCIS also produce various indices and forecasts to track and predict how build costs may change over time. The BCIS forecasts an increase in prices of 8.5% over the next 3 years[131]. A range of scenarios are tested with varied increases in build costs.

10.39 As set out in Chapter 4, there is uncertainty in the property market. Several price change scenarios are also tested. In this analysis, it has been assumed all other matters in the base appraisals remain unchanged and the policy requirements are as per the Suggested Policy Requirements heading above. In the appraisals (see **Appendix 20**), only the costs of construction and the value of the market housing are altered.

10.40 The analysis demonstrates that a relatively small fall in values will adversely impact on viability. Conversely, a modest increase in value could have a significant impact in improving viability.

Review

10.41 The direction of the market, as set out in Chapter 4 above, is improving, although this remains uncertain. Bearing in mind SKDC's wish to develop housing, and the requirements to fund infrastructure, it is recommended that the Council keeps viability under review; should the

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[131] BCIS General Building Cost Index January 2024 – 456.8 (Forecast), January 2024 – 495.7 (Forecast).

economics of development change significantly it should consider undertaking a limited review of the Plan to adjust the affordable housing requirements or levels of developer contribution.

10.42 In this regard it is timely to highlight paragraph 10-009-20180724 of the PPG.

> *How should viability be reviewed during the lifetime of a project?*
>
> *Plans should set out circumstances where review mechanisms may be appropriate, as well as clear process and terms of engagement regarding how and when viability will be reassessed over the lifetime of the development to ensure policy compliance and optimal public benefits through economic cycles. Policy compliant means development which fully complies with up to date plan policies. A decision maker can give appropriate weight to emerging policies.*
>
> *Where contributions are reduced below the requirements set out in policies to provide flexibility in the early stages of a development, there should be a clear agreement of how policy compliance can be achieved over time. As the potential risk to developers is already accounted for in the assumptions for developer return in viability assessment, realisation of risk does not in itself necessitate further viability assessment or trigger a review mechanism. Review mechanisms are not a tool to protect a return to the developer, but to strengthen local authorities' ability to seek compliance with relevant policies over the lifetime of the project.*
>
> *Paragraph: 009 Reference ID: 10-009-20190509*

10.43 It is recommended that, on sites where the policy requirements are flexed, the Council includes review mechanisms.

Varied Benchmark Land Value

10.44 Through the consultation process the appropriate Benchmark Land Value was questioned, although no alternative evidence was submitted, nor alternative assumptions put forward. The following BLV assumptions are used (these are applied on a gross site area):

a.	Brownfield/Urban Sites:	EUV Plus 20%.
b.	Greenfield Sites:	Generally - EUV Plus £350,000 per ha.
		Strategic sites - EUV x 10

10.45 Whilst this is considered to be appropriate, a range of BLV assumptions of up to £1,000,000 per ha have been tested and are set out in **Appendix 21** below.

10.46 In the SKDC area, when the BLV is increased, more typologies do show as being unviable, with the tipping point being around £500,000 per ha. Whilst the BLV assumption was questioned, the analysis shows that if a BLV assumption that was significantly higher than the one that is used, the results would be materially different, having said that, the assumptions used are broadly in line with those used elsewhere.

Build to Rent

10.47 The Council does not expect to allocate sites specifically for Build to Rent development however a flatted scheme and a housing scheme have been modelled. The typologies tested above include two typologies representative of Build to Rent development, being Site 21 (BTR Houses 60) and Site 22 (BTR Flats 50). As per paragraphs 60-002-20180913 to 10-007-

20180913 of the PPG, in this analysis the affordable element is assumed to be Affordable Private Rent, with a value of 80% of market value.

10.48 As above, the appraisals were then run to align with the December 2023 consultation on the implementation of Future Homes Standard (Zero Carbon ready), and an allowance is made for s106 contributions of £1,000 per unit.

10.49 The results show Build to Rent flatted or housing development is unlikely to be viable even without affordable housing.

10.50 When considering these results, it is timely to note that paragraph 10-007-20180724 of the updated PPG specifically anticipates that the viability of Build to Rent schemes will be considered at the development management stage. It is therefore not considered proportionate to develop a specific set of policies in this regard. As set out above, the Council does not expect to allocate sites specifically for Build to Rent development. In any event, such development is unlikely to be viable, even without affordable housing. The Council should be cautious about relying on Build to Rent schemes to deliver development, unless there is clear evidence that such development would be forthcoming.

Older People's Housing

10.51 The Sheltered and Extracare sectors have been tested separately.

10.52 As for mainstream housing, a range of appraisals have been run at the policies requirements as set out earlier in this chapter. The results for affordable housing from 0% to 30% are presented below. As above the appraisals were then run to align with the December 2023 consultation on the implementation of Future Homes Standard (Zero Carbon ready), Part M4(2) of Building Regulations, Water Efficiency, and 20% Biodiversity Net Gain. Allowance is made for s106 contributions of £1,000 per unit. The full appraisals are set out in **Appendix 22**:

Table 10.8 Older People's Housing, Appraisal Results (£/ha)

Grantham and Wider											
			EUV	**BLV**	**Residual Value**						
					0%	**5%**	**10%**	**15%**	**20%**	**25%**	**30%**
Site 7	Sheltered Flats	Green	25,000	375,000	-1,066,159	-1,407,845	-1,749,532	-2,091,218	-2,432,904	-2,778,408	-3,126,688
Site 8	Sheltered Flats	Brown	400,000	480,000	-2,205,780	-2,542,878	-2,882,386	-3,226,003	-3,569,620	-3,913,237	-4,256,854
Site 10	Extra Care Flats	Green	25,000	375,000	-2,649,682	-3,036,832	-3,425,096	-3,819,870	-4,214,643	-4,609,417	-5,004,191
Site 11	Extra Care Flats	Brown	400,000	480,000	-4,157,045	-4,542,733	-4,928,422	-5,314,110	-5,699,799	-6,085,487	-6,474,550
Stamford Area											
			EUV	**BLV**	**Residual Value**						
					0%	**5%**	**10%**	**15%**	**20%**	**25%**	**30%**
Site 7	Sheltered Flats	Green	25,000	375,000	2,852,547	2,386,052	1,919,556	1,453,061	986,565	520,070	35,524
Site 8	Sheltered Flats	Brown	400,000	480,000	1,804,485	1,342,209	879,933	415,270	-67,507	-552,555	-1,045,332
Site 10	Extra Care Flats	Green	25,000	375,000	1,917,001	1,389,435	861,869	329,500	-223,473	-777,028	-1,342,949
Site 11	Extra Care Flats	Brown	400,000	480,000	540,121	1,110	-543,817	-1,089,119	-1,654,903	-2,220,688	-2,786,473

Source: HDH (December 2023)

10.53 Based on this analysis, specialist older people's housing is unlikely to be able to bear affordable housing in the Grantham area and more widely, however there is scope for affordable housing, particularly on greenfield sites in the Stamford area.

10.54 When considering these results, it is timely to note that paragraph 10-007-20180724 of the PPG specifically anticipates that the viability of specialist housing schemes will be considered at the development management stage. It is therefore not considered proportionate to develop a specific set of policies in this regard.

10.55 The Council does not expect to allocate sites specifically for specialist older people's housing, however, may anticipate seeking such housing as part of the strategic sites. It will be necessary for the Council to consider the impact this may have on overall site viability when considering the deliverability of such sites and it may need to be flexible with regard to such requirements.

11. Non-Residential Appraisals

11.1 Based on the assumptions set out previously, a set of financial appraisals have been run for the non-residential development types.

11.2 As with the residential appraisals, the Residual Valuation approach has been used. Appraisals have been run to assess the value of the site after taking into account the costs of development, the likely income from sales and/or rents, and an appropriate amount of developers' profit. The payment would represent the sum paid in a single tranche on the acquisition of a site. In order for the proposed development to be described as viable, it is necessary for this value to exceed the value from an alternative use. To assess viability, the same methodology has been used with regard to the Benchmark Land Value (EUV 'plus').

11.3 It is important to note that a report of this type applies relatively simple assumptions that are broadly reflective of an area to make an assessment of viability. The fact that a site is shown as viable does not necessarily mean that it will come forward, and vice versa. An important part of any final consideration of viability will be relating the results of this study to what is actually happening on the ground in terms of development, and what planning applications are being determined – and on what basis.

11.4 In the appraisal the costs are based on the BCIS costs, adjusted for the Future Building Standard.

11.5 The detailed appraisal results are set out in **Appendix 23** and summarised in the following sections.

Employment uses

11.6 Firstly, the main employment uses are considered. The table below summarises the results, comparing the Residual Value with the Benchmark Land Value.

Table 11.1 Employment Appraisal Results

GREENFIELD							
		Offices - Central	**Offices - Small**	**Offices - Park**	**Industrial**	**Industrial - Small**	**Distribution**
CIL	£/m2		**£0.00**	**£0.00**	**£0.00**	**£0.00**	**£0.00**
RESIDUAL VALUE	**Site**		**-605,599**	**-1,954,400**	**-1,039,457**	**-361,787**	**2,629,530**
Existing Use Value	£/ha		50,000	50,000	25,000	50,000	25,000
Benchmark Land Va	£/ha		400,000	400,000	375,000	400,000	375,000
Residual Value	£/ha		-12,111,984	-7,329,000	-1,039,457	-3,617,875	2,300,839
BROWNFIELD							
		Offices - Central	**Offices - Small**	**Offices - Park**	**Industrial**	**Industrial - Small**	**Distribution**
CIL	£/m2	**£0.00**	**£0.00**	**£0.00**	**£0.00**	**£0.00**	**£0.00**
RESIDUAL VALUE	**Site**	**-2,717,353**	**-712,220**	**-2,414,746**	**-1,440,413**	**-416,377**	**2,391,877**
Existing Use Value	£/ha	300,000	300,000	300,000	300,000	300,000	300,000
Benchmark Land Va	£/ha	360,000	360,000	360,000	360,000	360,000	360,000
Residual Value	£/ha	-38,042,948	-14,244,395	-9,055,299	-1,440,413	-4,163,770	2,092,892

Source: HDH (January 2024)

11.7 The above results are reflective of the current market in the secondary markets across England and more widely. The main employment uses are not shown as viable, with the exception of large format logistics.

11.8 Whilst Grantham and the surrounding area has some major employers, such as Brakes Brothers and Freshfayre, it is not a prime employment location, and such development is not being brought forward to on a speculative basis by the development industry. Much of the office and industrial development tends to be from existing businesses and / or for operational reasons, for example, existing businesses moving to more appropriate and better located town edge properties.

11.9 The analysis in this report is carried out in line with the Harman Guidance and in the context of the NPPF and PPG. It assumes that development takes place for its own sake and is a goal in its own right. The assumption is that a developer buys land, develops it and then disposes of it, in a series of steps with the sole aim of making a profit from the development. The Guidance, as set out in Chapters 2 and 3 above, does not reflect the broad range of business models under which developers and landowners operate. Some developers have owned land for many years and are building a broad income stream over multiple properties over the long term. Such developers are able to release land for development at less than the arms-length value at which it may be released to third parties and take a long-term view as to the direction of the market based on the prospects of an area and wider economic factors. It is understood that the limited development that is coming forward in the County area is 'user-led' being brought forward by businesses, or for specific end users, that will use the eventual space for operational uses, rather than for investment purposes.

11.10 The delivery of employment uses is challenging in the current market. The above appraisals assume that development is carried out to the Future Buildings Standard. A further set of appraisals has been run to test the impact of higher costs that may arise due to higher environmental standards. The costs will vary considerably from development type and the specifics of each building so additional construction costs of 5%, 10%, 15% and 20% are applied to the appraisals.

Table 11.2 Effect of Greater Construction Costs on Employment Uses

GREENFIELD							
		Offices - Central	Offices - Small	Offices - Park	Industrial	Industrial - Small	Distribution
CIL	£/m2		**£0.00**	**£0.00**	**£0.00**	**£0.00**	**£0.00**
RESIDUAL VALUE	**Site**		**-605,599**	**-1,954,400**	**-1,039,457**	**-361,787**	**2,629,530**
Existing Use Value	£/ha		50,000	50,000	25,000	50,000	25,000
Benchmark Land Va	£/ha		400,000	400,000	375,000	400,000	375,000
Residual Value	2025 FBS		-12,111,984	-7,329,000	-1,039,457	-3,617,875	2,300,839
	BCIS +5%		-18,266,571	-12,296,607	-2,130,620	-5,135,406	1,635,641
BCIS +10%			-13,180,418	-8,189,653	-1,221,291	-3,874,594	2,178,280
BCIS +15%			-14,515,960	-9,265,470	-1,448,584	-4,195,494	2,025,082
BCIS +20%			-15,851,503	-10,341,287	-1,675,877	-4,516,393	1,871,883
BROWNFIELD							
		Offices - Central	**Offices - Small**	**Offices - Park**	**Industrial**	**Industrial - Small**	**Distribution**
CIL	£/m2	**£0.00**	**£0.00**	**£0.00**	**£0.00**	**£0.00**	**£0.00**
RESIDUAL VALUE	**Site**	**-2,717,353**	**-712,220**	**-2,414,746**	**-1,440,413**	**-416,377**	**2,391,877**
Existing Use Value	£/ha	300,000	300,000	300,000	300,000	300,000	300,000
Benchmark Land Va	£/ha	360,000	360,000	360,000	360,000	360,000	360,000
Residual Value	2025 FBS	-38,042,948	-14,244,395	-9,055,299	-1,440,413	-4,163,770	2,092,892
	BCIS +5%	-37,187,273	-13,964,433	-8,831,113	-1,398,449	-4,101,704	2,118,216
BCIS +10%		-41,499,887	-15,398,479	-9,986,278	-1,642,506	-4,446,271	1,957,358
BCIS +15%		-45,812,501	-16,832,525	-11,141,442	-1,886,563	-4,790,839	1,796,499
BCIS +20%		-50,125,115	-18,266,571	-12,296,607	-2,130,620	-5,135,406	1,635,641

Source: HDH (January 2024)

11.11 This analysis shows that there is very limited scope to seek higher environmental standards on the uses. Caution is suggested in relation to setting policy requirements for employment uses that would unduly impact on viability.

Retail Uses

11.12 The retail uses are modelled in a similar way. The table below summarises the results, comparing the Residual Value with the Benchmark Land Value.

Table 11.3 Retail Appraisal Results

GREENFIELD							
		Prime Retail Central	**Secondary Retail**	**Supermarket**	**Retail Warehouse**		
CIL	£/m2		**0**	**0**	**0**		
RESIDUAL VALUE	**Site**		**-131,857**	**2,939,529**	**4,575,192**		
Existing Use Value	£/ha		50,000	25,000	25,000		
Benchmark Land Value	£/ha		400,000	375,000	375,000		
Residual Value	£/ha		-5,274,260	4,898,725	5,718,990		
BROWNFIELD							
		Prime Retail Central	**Secondary Retail**	**Supermarket**	**Retail Warehouse**		
CIL	£/m2	**0**	**0**	**0**	**0**		
RESIDUAL VALUE	**Site**	**253,785**	**-161,168**	**2,543,623**	**4,173,351**		
Existing Use Value	£/ha	300,000	300,000	300,000	300,000		
Benchmark Land Value	£/ha	360,000	360,000	360,000	360,000		
Residual Value	£/ha	10,151,412	-6,446,713	4,238,947	5,216,689		

Source: HDH (January 2024)

11.13 The above results are reflective of the current market in the local retail market, however it is important to note that the Council is not anticipating significant new retail development coming forward in Grantham or Bourne town centres, and it is likely that there will be some consolidation of the shopping areas.

11.14 As would be expected, the larger format retail uses are shown as being viable, as are the prime town centre uses.

11.15 A further set of appraisals has been run to test the impact of higher costs that may arise due to higher environmental standards. The costs will vary considerably from development type and the specifics of each building, so additional construction costs of 5%, 10%, 15% and 20% are applied to the appraisals.

Table 11.4 Effect of Greater Construction Costs on Retail Uses

GREENFIELD							
		Prime Retail Central	**Secondary Retail**	**Supermarket**	**Retail Warehouse**		
CIL	£/m2		**£0.00**	**£0.00**	**£0.00**		
RESIDUAL VALUE	**Site**		**-128,358**	**2,130,955**	**5,014,405**		
Existing Use Value	£/ha		50,000	25,000	25,000		
Benchmark Land V	£/ha		400,000	375,000	375,000		
Residual Value	2025 FBS		-5,134,310	3,551,237	6,268,006		
	BCIS +5%		-4,976,840	3,636,485	6,331,421		
	BCIS +10%		-5,764,191	3,210,244	6,014,345		
	BCIS +15%		-6,551,541	2,784,003	5,697,269		
	BCIS +20%		-7,338,891	2,357,762	5,380,193		

BROWNFIELD							
		Prime Retail Central	**Secondary Retail**	**Supermarket**	**Retail Warehouse**		
CIL	£/m2	**£0.00**	**£0.00**	**£0.00**	**£0.00**		
RESIDUAL VALUE	**Site**	**123,714**	**-160,239**	**1,703,691**	**4,581,331**		
Existing Use Value	£/ha	300,000	300,000	300,000	300,000		
Benchmark Land V	£/ha	360,000	360,000	360,000	360,000		
Residual Value	2025 FBS	4,948,563	-6,409,557	2,839,201	5,726,663		
	BCIS +5%	5,110,800	-6,247,320	2,923,889	5,787,908		
	BCIS +10%	4,265,378	-7,092,742	2,466,211	5,447,446		
	BCIS +15%	3,419,956	-7,938,164	2,008,532	5,106,984		
	BCIS +20%	2,574,534	-8,783,586	1,550,853	4,766,522		

Source: HDH (January 2024)

11.16 This analysis shows that there is scope to seek higher environmental standards on the larger format retail uses.

12. Local Plan Viability

12.1 This chapter brings together the findings of this report and provides a non-technical summary of the overall assessment that can be read on a standalone basis. Having said this, a viability assessment of this type is, by its very nature, a technical document that is prepared to address the specific requirements of the National Planning Policy Framework (NPPF) and Planning Practice Guidance (PPG), so it is recommended the report is read in full. As this is a summary chapter, some of the content of earlier chapters is repeated.

12.2 The South Kesteven Local Plan (2011-2036) was adopted in January 2020. Policy M1 of the Local Plan requires the Council to undertake an early review of the Plan. HDH Planning & Development Ltd has been appointed to update the Council's viability evidence and produce this Whole Plan Viability Assessment as required by the National Planning Policy Framework (NPPF) and the Planning Practice Guidance (PPG).

12.3 As part of its preparation, the new Local Plan needs to be tested to ensure the planned development deliverable in line with tests set out in the National Planning Policy Framework (NPPF) and National Planning Practice Guidance (PPG). This includes assessing the cumulative impact of the emerging policies, including affordable housing, testing the deliverability of the development sites to consider their deliverability, and considering the ability of development to accommodate developer contributions alongside other policy requirements.

12.4 The Viability Assessment sets out the methodology used, and the key assumptions adopted. It contains an assessment of the effect of the policy options, in the context of national policies and requirements, in relation to the planned development. This will allow the Council to further engage with stakeholders, to ensure that the new Plan is effective.

Compliance

12.5 HDH Planning & Development Ltd is a firm regulated by the Royal Institution of Chartered Surveyors (RICS). HDH confirms that the relevant RICS Guidance has been followed.

Uncertainty

12.6 This update is being carried out during a period of particular uncertainty, due to the continued impact of COVID-19, the war in Ukraine, conflict in the Middle East and significant levels of inflation. As a result, there are uncertainties around the values of property and the costs of construction. It is not the purpose of this assessment to predict what the impact may be and how long the effect will be. It is recommended that the Council keeps the assessment under review.

Viability Testing under the NPPF and Updated PPG

12.7 The effectiveness of plans was important under the 2012 NPPF, but a greater emphasis is put on deliverability in the updated NPPF. The overall requirement is that *'policy requirements should be informed by evidence of infrastructure and Affordable Housing need, and a* *proportionate assessment of viability that takes into account all relevant policies, and local and national standards, including the cost implications of the Community Infrastructure Levy (CIL) and section 106.*'

12.8 This study is based on typologies that are representative of the type of development expected to come forward under the adopted Local Plan. In addition, the seven potential strategic sites are tested individually.

12.9 The updated PPG sets out that viability should be tested using the Existing Use Value Plus (EUV Plus) approach:

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

12.10 The Benchmark Land Value (BLV) is the amount the Residual Value must exceed for the development to be considered viable.

12.11 As this report was being completed, the Government published the December 2023 NPPF. This updated NPPF does make some significant changes to the planning system, however, does not change the place of viability testing in the plan-making process. The methodology used in this report is consistent with the updated NPPF, the CIL Regulations (as amended) and the updated PPG.

12.12 The *Levelling-up and Regeneration Act* became law in late October 2023. The Act will have a significant impact on the overall plan-making process, but does not alter the place of viability in the current Local Plan process. The Act includes reference to a new national Infrastructure Levy that would be set, having regard to viability, and makes reference to the *Infrastructure Levy Regulations*. In March 2023, the Department for Levelling Up Housing & Communities published *Open consultation, Technical consultation on the Infrastructure Levy* (March 2023*)*. Under the proposals set out in the consultation, CIL and the delivery of affordable housing would be combined into a single Infrastructure Levy, that would be calculated as a proportion of a scheme's value above a threshold. The Council will need to monitor further announcements in this regard.

Viability Guidance

12.13 The availability and cost of land are matters at the core of viability for any property development. The format of the typical valuation is:

Gross Development Value
(The combined value of the complete development)
LESS
Cost of creating the asset, including a profit margin
(Construction + fees + finance charges)
=
RESIDUAL VALUE

12.14 The result of the calculation indicates a land value, the Residual Value. The Residual Value is the top limit of what a developer could offer for a site and still make a satisfactory return (i.e. profit).

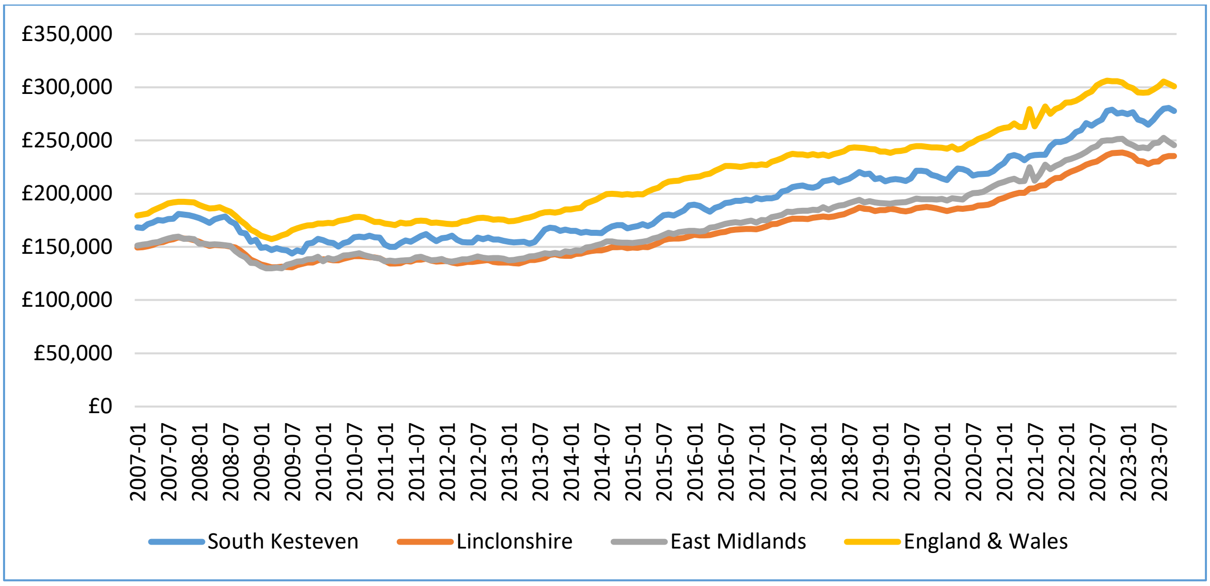
12.15 In line with the PPG, this study is based on the EUV Plus (EUV+) methodology, that is to compare the Residual Value generated by financial development appraisals, with the EUV plus an appropriate uplift to incentivise a landowner to sell. The amount of the uplift over and above the EUV is central to the assessment of viability. It must be set at a level to provide a return to the landowner. To inform the judgement as to whether the uplift is set at the appropriate level, reference is made to the market value of the land both with and without the benefit of planning permission for development.

12.16 The NPPF and the PPG are clear that the assessment of viability should be based on existing available evidence. The evidence that is available from the Council has been reviewed. This includes that which has been prepared earlier in the plan-making process, and that which the Council holds, in the form of development appraisals that have been submitted by developers in connection with specific developments to support negotiations around the provision of affordable housing or s106 contributions.

Residential Market

12.17 An assessment of the housing market has been undertaken. The local housing market peaked early in September 2007 and then fell considerably in the 2008/2009 recession during what became known as the ‘Credit Crunch’. Since then, house prices have increased steadily, but are now widely perceived to have peeked and may be falling. Locally, average house prices in the area returned to their pre-recession peak in May 2014 and are now about 50% above the 2007 peak. Whilst this is a substantial increase, it is significantly less than the increase across the East Midlands region (54%) and England and Wales (56%).

Figure 12.1 Average House Prices (£)



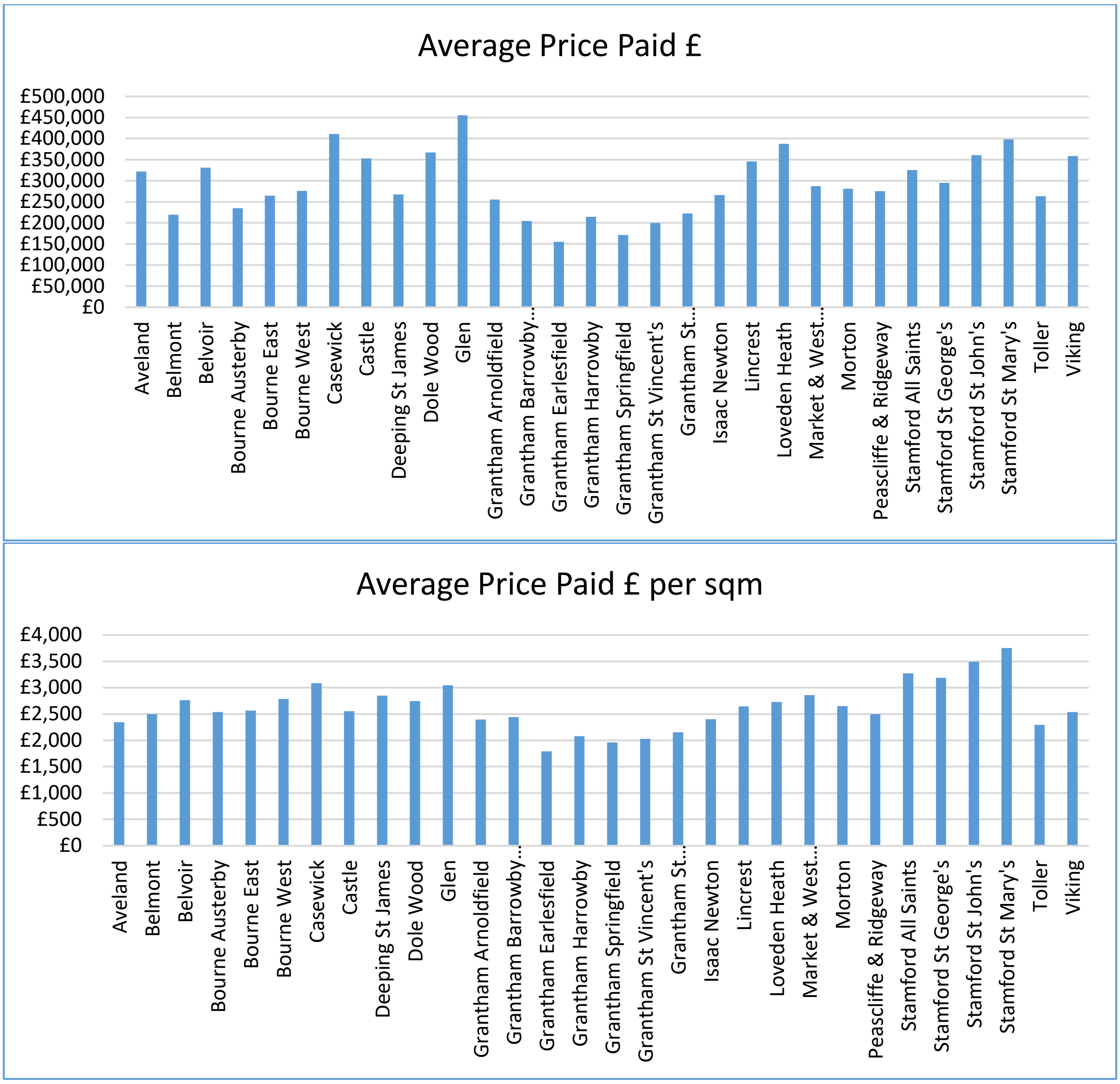
Source: Land Registry (January 2024). Contains public sector information licensed under the Open Government Licence v3.0.

12.18 Based on data published by the Office for National Statistics (ONS), when ranked across England and Wales, the average house price for South Kesteven 193rd (out of 331) at £298,607. To set this in context, the council at the middle of the rank (166th – West Suffolk), has an average price of £337,186.

The Local Market

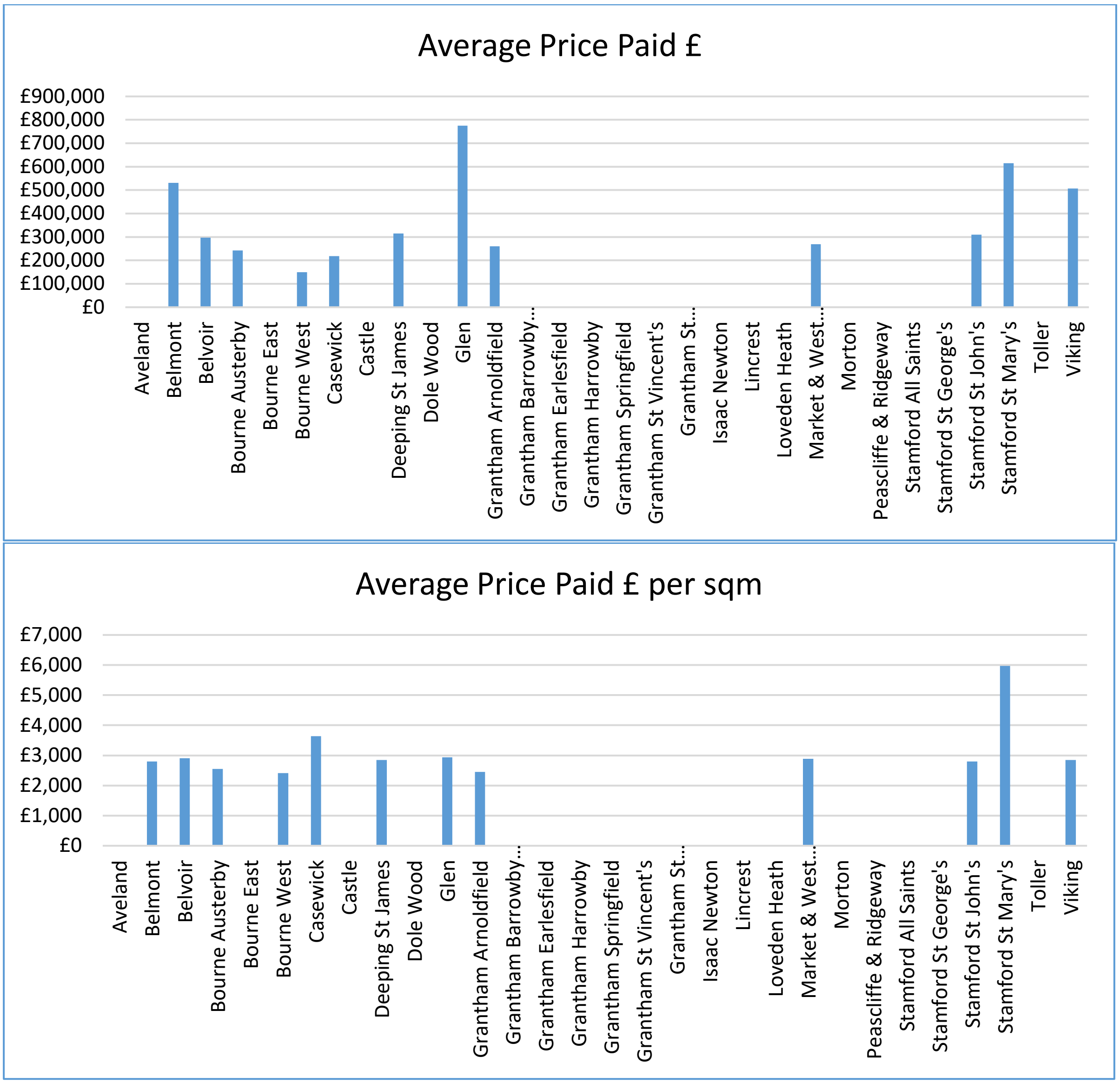
12.19 A survey of asking prices across the Council area was carried out, median asking prices were estimated. Data from Landmark was analysed. This data includes the records 7,106 sales since the start of 2020. Of these, floor areas are available for 6,430 sales and the number of bedrooms is available for 3,278 sales. There is a significant delay in the Land Registry updating the dataset, with fewsales recorded in since the start of 2022.

Figure 12.2 Average Prices – All Properties



Source: Landmark (June 2023)

Figure 12.3 Median Prices – Newbuild Properties



Source: Landmark (June 2023).

12.20 Based on the asking prices from active developments and informed by the general pattern of all house prices across the study area, and taking into account the comments made through the consultation process, the following price assumptions are used.

Table 12.1 Price Assumptions (£per sqm) – January 2024

	Area	£per sqm
Northern Areas – Typologies		
Brownfield	Houses	£2,750
	Flats	£3,000
Greenfield	Large	£3,300
	Small	£3,300
Southern Area – Typologies		
Brownfield	Houses	£4,300
	Flats	£4,300
Greenfield		£4,300
Strategic Sites		
Great Gonerby	Green	£3,300
Grantham	Green	£3,300
Grantham	Green	£3,300
Grantham	Green (MOD)	£3,300
Stamford	Green	£4,300
The Deepings	Green	£3,100
Bourne	Green	£3,100

Source: HDH (January 2024)

Affordable Housing

12.21 In this study, it is assumed that affordable housing is constructed by the site developer and then sold to a Registered Provider (RP). The following values are used:

a.	Social Rent	£1,310 per sqm
b.	Affordable Rent	£1,700 per sqm
c.	Shared Ownership	70% market value
d.	First Homes	70% market value capped at £250,000.

12.22 In addition, values are derived for Build to Rent housing and specialist older people's housing.

Non-Residential Market

12.23 The employment and retail sectors have been surveyed and the following value assumptions have been derived:

Table 12.2 Non- Residential Value Assumptions

	Rent £ per sqm per year	Yield	Rent free period	Value	Assumption
Offices Central	£200	7.00%	1.0	£2,670	£2,670
Offices Park	£200	6.50%	1.0	£2,889	£2,890
Smaller Offices	£200	8.00%	1.0	£2,315	£2,315
Industrial	£80	6.00%	1.0	£1,258	£1,260
Smaller Industrial	£80	7.00%	1.0	£1,068	£1,070
Logistics	£105	5.00%	1.0	£2,000	£2,000
Retail (Prime)	£300	7.50%	1.0	£3,721	£3,720
Retail (Elsewhere)	£200	9.00%	1.0	£2,039	£2,040
Supermarket	£250	5.00%	1.0	£4,762	£4,760
Retail Warehouse	£200	5.50%	2.0	£3,267	£3,270

Source: HDH (January 2024)

Land Values

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

Table 12.3 Existing Use Value Land Prices - 2023

Previously Developed Land	£400,000 per ha
Agricultural	£25,000 per ha
Paddock	£50,000 per ha

Source: HDH (September 2023)

12.25 The updated PPG makes specific reference to Benchmark Land Values (BLV) so it is necessary to address this. The following Benchmark Land Value assumptions are used:

a.	Brownfield/Urban Sites:	EUV Plus 20%.	
b.	Greenfield Sites:	Non-strategic sites	EUV Plus £350,000 per ha.
		Strategic sites	10 times EUV.

Development Costs

12.26 These are the costs and other assumptions required to produce the financial appraisals.

12.27 The construction costs are derived from the Building Cost Information Service (BCIS) data – re-based for South Kesteven. The cost figure for ‘Estate Housing – Generally’ is £1,432 per sqm, being an increase of 33% since the 2018 Viability Assessment. The appropriate build cost is applied to each house type and for non-residential uses. Following comments made through the technical consultation, the median cost is used across the different types of development.

12.28 In addition to the BCIS build cost, allowance needs to be made for a range of site costs (roads, drainage and services within the site, parking, footpaths, landscaping, and other external costs). A scale of allowances has been developed for the residential sites, ranging from 5% of build costs for flatted schemes, to 15% for the larger greenfield schemes.

12.29 An additional allowance is made for abnormal costs of 5% of the BCIS costs on brownfield sites. Abnormal costs will be reflected in land value. Those sites that are less expensive to develop will command a premium price over and above those that have exceptional or abnormal costs.

Fees

12.30 For both residential and non-residential development, professional fees are assumed to amount to 8% of build costs. Additional allowances are made for acquisition and disposal costs, planning application fees and Stamp Duty Land Tax.

Contingencies

12.31 In line with comments made through the technical consultation, a contingency of 5% has been allowed for across the residential typologies.

S106 Contributions and the costs of strategic infrastructure

12.32 The Council has not adopted CIL. It seeks payments from developers to mitigate the impact of the development through improvements to the local infrastructure through the s106 and s278 regimes and through Community Infrastructure Levy (CIL). The base assumption is a developer's contribution of £4,500 per unit on the typologies and £20,000 per unit across the potential strategic sites.

12.33 A range of infrastructure costs ranging from £0 to £30,000 per unit has been tested.

Financial and Other Appraisal Assumptions

12.34 The appraisals assume interest of 7.5% p.a. for total debit balances. No allowance is made for equity provided by the developer.

Developers' return

12.35 The updated PPG says '*For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies'*. The purpose of including a developers' return figure is not to mirror a particular business model, but to reflect the risk a developer is taking in buying a piece of land, and then expending the costs of construction before selling the property. The use of developers' return in the context of area wide viability testing of the type required by the NPPF and CIL Regulation 14, is to reflect that level of risk.

12.36 An assumption of 20% is used in relation to market housing and 6% in relation to affordable housing. 15% is assumed for other types of development.

Local Plan Policy Requirements

12.37 The South Kesteven Local Plan (2011-2036) was adopted in January 2020. Policy M1 of the Local Plan requires the Council to undertake an early review of the Plan. The Council undertook consultation on the Issues and Options report between October and November 2020 to set out the scope of the Local Plan review and identified policies intended for review.

12.38 This viability work is being undertaken to inform the development of policy and explore the consequences, on the economics of development, of the options that are under consideration. Many of the policies will be carried forward from the adopted Local Plan, although some will also be updated to reflect the changing local priorities and to reflect the updated national policy and requirements. An early iteration (January 2024) of the Regulation 18 Consultation document has been provided. It is important to note that this is a working draft so subject to change, however it includes the Council's latest thinking in relation to the emerging Plan.

Modelling

12.39 The Council has undertaken a call for sites and these are currently being reviewed, before the Council makes a decision as to which sites, beyond those allocated through the adopted Local Plan, to include. The long list of SHLAA sites has been reviewed to inform the modelling – although it notable that these are not very different to those modelled in 2017. At the time of the pre-consultation report the Council has not identified the potential strategic sites. Seven potential strategic sites have now been identified and modelled, based on the high level information provided by the Council.

12.40 A range of non-residential uses are also modelled.

Residential Appraisals

12.41 The appraisals use the residual valuation approach – they assess the value of a site after taking into account the costs of development, the likely income from sales and/or rents and an allowance for developers' return. The Residual Value represents the maximum bid for the site where the payment is made in a single tranche on the acquisition of a site. In order for the development to be viable, the Residual Value must exceed the EUV by a satisfactory margin, being the Benchmark Land Value (BLV).

12.42 Sets of appraisals have been run based including a varied affordable housing requirement, varied levels of environmental standards and varied developer contributions.

Base Appraisals

12.43 The initial appraisals are based on the policy-on scenario with the following policy requirements, unless stated.

12.44 The initial appraisals are based on the full policy-on scenario with all the policy requirements, unless stated, being the following assumptions.

a.	Affordable Housing	30% – in line with the requirements for 10% AHO and 25% of affordable homes to be First Homes. 60% as Affordable Rent and the balance as Shared Ownership.
b.	Design	Part M4(2), with 5% M4(3)a, 2025 FHS (Zero Carbon ready), Water Efficiency, 10% Biodiversity Net Gain.
c.	Developer Contributions	s106 of £4,500 per unit on typologies, £20,000 per unit on potential strategic sites.

12.45 The results vary across the typologies, although this is largely due to the different assumptions around the nature of each typology. The Residual Value is not an indication of viability by itself, simply being the maximum price a developer may bid for a parcel of land, and still make an adequate return. In the above tables, the results for all the typologies are shown. In the subsequent tables, only the typologies relevant for each area are shown. In the following tables the Residual Value is compared with the BLV. The BLV being an amount over and above the EUV that is sufficient to provide the willing landowner to sell the land for development as set out in Chapter 6 above:

Table 12.4a Residential Typologies, – Residual Values v BLV. Grantham and wider SKDC

		EUV	BLV	Residual Value
Site 1	Large Green 450	25,000	375,000	357,442
Site 2	Green 150	25,000	375,000	22,747
Site 3	Green 60	25,000	375,000	5,576
Site 4	Green 25	25,000	375,000	174,017
Site 5	Green 16	25,000	375,000	221,746
Site 6	Green 9	50,000	400,000	236,291
Site 7	Green 6	50,000	400,000	174,596
Site 8	Green 3	50,000	400,000	-394,196
Site 9	Green 9 LD	50,000	400,000	-92,935
Site 10	Green 6 LD	50,000	400,000	-102,128
Site 11	Green 3 LD	50,000	400,000	-262,797
Site 12	Brown 75	400,000	480,000	-812,208
Site 13	Brown 40	400,000	480,000	-844,453
Site 14	Brown 25	400,000	480,000	-680,510
Site 15	Brown 16	400,000	480,000	-1,035,027
Site 16	Brown 6	400,000	480,000	-764,077
Site 17	Brown 3	400,000	480,000	-870,864
Site 18	Flats 60	400,000	480,000	-2,734,623
Site 19	Flats 12	400,000	480,000	-2,387,572
Site 20	Flats 6	400,000	480,000	-2,517,749
Site 21	BtR Houses 60	25,000	375,000	-611,826
Site 22	BTR Flats 50	400,000	480,000	-3,381,088
Site 24	Land off Belton Lane	25,000	250,000	408,262
Site 25	Spitalgate Heath - (Southern Quadrant)	25,000	250,000	192,316
Site 26	Rectory Farm	25,000	250,000	376,727
Site 27	Prince William of Gloucester Barracks	25,000	250,000	315,322
Site 29	Linchfield Road	25,000	250,000	350,711
Site 30	Mill Drove	25,000	250,000	289,948

Source: HDH (January 2024)

Table 12.4b Residential Typologies, – Residual Values v BLV. Stamford Area

		EUV	BLV	Residual Value
Site 1	Large Green 450	25,000	375,000	1,095,811
Site 2	Green 150	25,000	375,000	851,478
Site 3	Green 60	25,000	375,000	1,083,519
Site 4	Green 25	25,000	375,000	1,308,366
Site 5	Green 16	25,000	375,000	1,324,037
Site 6	Green 9	50,000	400,000	1,765,144
Site 7	Green 6	50,000	400,000	1,879,072
Site 8	Green 3	50,000	400,000	1,472,030
Site 9	Green 9 LD	50,000	400,000	1,182,715
Site 10	Green 6 LD	50,000	400,000	1,208,206
Site 11	Green 3 LD	50,000	400,000	981,353
Site 15	Brown 16	400,000	480,000	1,903,905
Site 16	Brown 6	400,000	480,000	2,194,851
Site 17	Brown 3	400,000	480,000	1,610,870
Site 18	Flats 60	400,000	480,000	970,244
Site 19	Flats 12	400,000	480,000	933,993
Site 20	Flats 6	400,000	480,000	810,103
Site 28	Stamford North	25,000	250,000	1,332,930

Source: HDH (January 2024)

12.46 The results vary notably between the higher value Stamford area, and the lower value wider SKDC, including Grantham. Within the Stamford area the Residual Value exceeds the BLV across all the typologies, indicating that most development will be viable when subject to the tested policy obligations. This is not the case in Grantham and the wider Council area where the Residual Value is less than the BLV, suggesting that most development is unlikely to be viable. It is important to note that policy obligations incorporated into the above analysis is greater than the adopted policy requirements, and that planning applications are frequently subject to site specific viability testing that leads to the current policy requirements being flexed. Within each area the lower value / higher cost brownfield sites and the higher value / lower cost greenfield sites produce varied results.

12.47 The modelling includes the seven potential strategic sites. All of these, with the exception of the Spitalgate Heath - (Southern Quadrant) site, generate a positive Residual Value that exceeds the BLV, indicating that such sites are likely to be viable. The Spitalgate Heath - (Southern Quadrant) site generates a Residual Value that is well above the EUV, but not the BLV. The variance across the strategic sites is largely a factor of the high-level capacity and density assumptions (units per ha and net / gross assumptions). These sites are included to inform the site selection process. It is necessary to note that the delivery of any large site is challenging. Regardless of these results, it is recommended that that the Council engages with the owners in line with the advice set out in the Harman Guidance and the PPG.

12.48 In relation to the potential strategic sites, that these are modelled on the basis that site is acquired by the developer in a single tranche at the start of the project. Such a scenario is relatively unlikely on very large sites, where the site is typically purchased in phases. Such an approach not only benefits the developer in terms of cashflow, but can be beneficial to the landowner in terms of taxation.

12.49 The above analysis is based on the Council's current policy aspirations. These are more than the existing requirements. The Council is exploring various options so further sets of appraisals have been run to establish the costs of the additional policy requirements.

Varied Policy Requirements

12.50 The above analysis is based on a 30% affordable housing requirement as this is a convenient starting point. The Council is exploring various options, including seeking higher environmental standards and greater accessibility. Sets of appraisals have been run to establish the costs of the additional policy requirements.

12.51 The starting place for the above analysis is Zero Carbon ready (Option 1 of the FHS consultation). Further appraisals have been run at the current standard, the anticipated 2025 increase to Part L of Building Regulations and an enhanced Zero Carbon standard. In addition, varied levels of Biodiversity Net Gain, and varied levels of Accessible and Adaptable standards under Part M of Building Regulations are tested. The figures in the following table are an indication of the amount the Residual Value will fall (or rise) for the various policy requirements. The reduction in the amount of the Residual Value is the reduced amount in the maximum price a developer can pay a landowner.

12.52 The amount the Residual Value falls is related to the density of the type of development, by way of an example, seeking Zero Carbon on flatted development is likely to reduce the Residual Value by about £210,000/ha, whilst the impact is about £35,000/ha on the very large, and lower density, potential Strategic sites. These differences are largely due to the density assumptions used in the modelling.

12.53 The increase from the 2025 Future Home Standard - Option 1) to Zero Carbon is significant, whilst the move from 10% to 20 BNG is less so.

Varied Affordable Housing

12.54 A core purpose of this study is to consider an appropriate affordable housing target and the tenure mix. The current affordable housing policy seeks 30% affordable housing, except in Grantham where 20% is sought. The Council seeks 60% Affordable Rent or Social Rent and the balance as Affordable Home Ownership, however, in line with paragraph 66 of the NPPF, a minimum of 10% affordable home ownership units are assumed, and in line with Paragraph 70-001-21210524 of the PPG, it is assumed that 25% of the affordable homes are First Homes.

12.55 The affordable housing is assumed to be delivered as 67% affordable Rent, 25% First Homes and the balance as Shared Ownership (note this does not meet the requirements of the NPPF that 10% of all the housing should be Affordable Home Ownership).

12.56 This analysis shows that providing 30% affordable housing on flatted schemes is likely to cost over £670,000 per ha, but on greenfield sites, less half this amount (because of the lower density). Providing 30% affordable housing, rather than 20% affordable housing will have the effect of reducing the Residual Value by £100,000 per ha or so, on greenfield sites.

12.57 Appraisals have also been run where the type of affordable housing for rent is varied between Affordable Rent and Social Rent. In this analysis the affordable housing is assumed to be delivered in line with the requirements of the NPPF that 10% of all the housing should be Affordable Home Ownership and 25% of the affordable homes are First Homes.

12.58 This analysis shows that, on average, assuming 30% affordable housing, across the typologies, the Residual Value is about £125,000/ha less where the affordable housing for rent is provided as Social Rent rather than Affordable Rent. The consequence of this is that should the Council seek that all the affordable housing for rent is as Social Rent, the developer could typically afford to pay a landowner about £125,000/ha less than where the affordable housing for rent is as Affordable Rent. This is a significant difference that has the impact of reducing the scope for affordable housing provision by between 5% and 10%, although the impact varies considerably across the different typologies.

12.59 First Homes are required to be subject to a minimum discount of 30%. Paragraph 70-004-20210524 of the PPG gives councils scope (subject to conditions) to set an alternative discount of 40% or 50% or a cap reduced below the £250,000 set out in the PPG. The impact of this has been tested.

12.60 Oon average, assuming 30% affordable housing, across the typologies, the Residual Value is about £40,000/ha less where the First Homes are subject to a 40% discount rather than the minimum 30% discount. Also, on average, assuming 30% affordable housing, across the typologies, the Residual Value is about £75,000/ha less where the First Homes are subject to a 50% discount rather than the minimum 30% discount.

12.61 If the Council were to seek a 50% discount for First Homes, the cost, when considered in isolation, would be equivalent to seeking 5% affordable housing, or seeking Zero Carbon (relative to the current standards). It is necessary to consider different policy requirements together, however seeking a discount that is greater than 30% is likely to lead to a reduced overall affordable housing requirement. This analysis shows that, when subject to a 30% discount, the cap does not make a material difference to the results until it falls below £200,000.

Developer Contributions

12.62 The above analysis considered the impact of affordable housing on development viability, taking into account the anticipated requirements for developer contributions of £4,500 per unit on the typologies and £20,000 per unit on the potential strategic sites. A range of developer contribution costs ranging from £0 to £40,000 per unit has been tested, initially this is against a zero affordable housing requirement.

12.63 Averaged across the typologies, a £5,000 per unit developer contribution has the impact of reducing the Residual Value by about £165,000 per ha, and a £20,000 per unit developer contribution has the impact of reducing the Residual Value by about £670,000 per ha. To set this in context, the BLV assumption is between £350,000 per ha and £400,000 per ha.

Cumulative Costs of Policy Requirements

12.64 The above analysis considered the impact of higher policy standards individually. The effect of affordable housing and developer contributions were tested in three scenarios.

Table 12.5 Policy Scenarios for Policy Testing

	Lower Requirements	**Mid Requirements**	**Higher Requirements**
Biodiversity Net Gain	10%	20%	20%
Carbon and Energy	Future Homes Standard Option 2	Future Homes Standard Option 1	Zero Carbon
Accessibility	100% M4(2) Accessible & Adaptable	100% M4(2) Accessible & Adaptable	95% M4(2) Accessible & Adaptable, 5% M4(3)a Wheelchair Adaptable
Water Standard	Enhanced Building Regulations	Enhanced Building Regulations	Enhanced Building Regulations plus rainwater harvesting

Source: January 2024

12.65 The appraisal results are summarised below. In the following analysis, the small sites (less than 10 units) are modelled with affordable housing, although it is important to note that these are under the affordable housing threshold included in paragraph 65 of the NPPF.

12.66 In the following table the typologies that are able to bear at least £5,000 per unit in developer contributions are shaded green, as are the potential strategic sites that are able to bear at least £20,000 per unit in developer contributions.

Table 12.6a Maximum Levels of Developer Contributions. £/unit

Affordable %	Large Green	Greenfield	Small Greenfield	Small Greenfield LD	Brownfield	Small Brownfield	Flats	BTR	Strategic Sites
Lower Policy Requirements									
0%	£25,000	£15,000	£10,000	£2,500	Unviable	Unviable	Unviable	Unviable	£32,500
5%	£22,500	£15,000	£17,500	£0	Unviable	Unviable	Unviable	Unviable	£30,000
10%	£22,500	£12,500	£15,000	Unviable	Unviable	Unviable	Unviable	Unviable	£27,500
15%	£17,500	£10,000	£10,000	Unviable	Unviable	Unviable	Unviable	Unviable	£25,000
20%	£12,500	£5,000	£5,000	Unviable	Unviable	Unviable	Unviable	Unviable	£20,000
25%	£10,000	£2,500	£2,500	Unviable	Unviable	Unviable	Unviable	Unviable	£17,500
30%	£5,000	£0	Unviable	Unviable	Unviable	Unviable	Unviable	Unviable	£12,500
Mid Policy Requirements									
0%	£22,500	£12,500	£12,500	Unviable	Unviable	Unviable	Unviable	Unviable	£27,500
5%	£20,000	£10,000	£10,000	Unviable	Unviable	Unviable	Unviable	Unviable	£25,000
10%	£17,500	£5,000	£7,500	Unviable	Unviable	Unviable	Unviable	Unviable	£22,500
15%	£12,500	£5,000	£5,000	Unviable	Unviable	Unviable	Unviable	Unviable	£20,000
20%	£10,000	£0	£2,500	Unviable	Unviable	Unviable	Unviable	Unviable	£15,000
25%	£5,000	Unviable	£0	Unviable	Unviable	Unviable	Unviable	Unviable	£12,500
30%	£2,500	Unviable	Unviable	Unviable	Unviable	Unviable	Unviable	Unviable	£10,000
Higher Policy Requirements									
0%	£15,000	£5,000	£5,000	Unviable	Unviable	Unviable	Unviable	Unviable	£20,000
5%	£12,500	£2,500	£2,500	Unviable	Unviable	Unviable	Unviable	Unviable	£17,500
10%	£10,000	£0	£2,500	Unviable	Unviable	Unviable	Unviable	Unviable	£15,000
15%	£5,000	Unviable	£0	Unviable	Unviable	Unviable	Unviable	Unviable	£12,500
20%	£2,500	Unviable	Unviable	Unviable	Unviable	Unviable	Unviable	Unviable	£10,000
25%	Unviable	Unviable	Unviable	Unviable	Unviable	Unviable	Unviable	Unviable	£5,000
30%	Unviable	Unviable	Unviable	Unviable	Unviable	Unviable	Unviable	Unviable	£2,500

Source: HDH (January 2024)

Table 12.6b Maximum Levels of Developer Contributions. £/unit

Affordable %	Large Green	Greenfield	Small Greenfield	Small Greenfield LD	Brownfield	Small Brownfield	Flats	BTR	Strategic Sites
Lower Policy Requirements									
0%	£40,000	£40,000	£40,000	£40,000		£40,000	£37,500		£40,000
5%	£40,000	£40,000	£40,000	£40,000		£40,000	£35,000		£40,000
10%	£40,000	£40,000	£40,000	£40,000		£40,000	£32,500		£40,000
15%	£40,000	£40,000	£40,000	£40,000		£40,000	£27,500		£40,000
20%	£40,000	£40,000	£40,000	£40,000		£40,000	£22,500		£40,000
25%	£40,000	£40,000	£40,000	£40,000		£40,000	£17,500		£40,000
30%	£40,000	£40,000	£40,000	£40,000		£40,000	£15,000		£40,000
Mid Policy Requirements									
0%	£40,000	£40,000	£40,000	£40,000		£40,000	£30,000		£40,000
5%	£40,000	£40,000	£40,000	£40,000		£40,000	£30,000		£40,000
10%	£40,000	£40,000	£40,000	£40,000		£40,000	£27,500		£40,000
15%	£40,000	£40,000	£40,000	£40,000		£40,000	£22,500		£40,000
20%	£40,000	£40,000	£40,000	£40,000		£40,000	£17,500		£40,000
25%	£40,000	£40,000	£40,000	£40,000		£40,000	£12,500		£40,000
30%	£40,000	£37,500	£40,000	£40,000		£40,000	£10,000		£40,000
Higher Policy Requirements									
0%	£40,000	£40,000	£40,000	£40,000		£40,000	£25,000		£40,000
5%	£40,000	£40,000	£40,000	£40,000		£40,000	£22,500		£40,000
10%	£40,000	£40,000	£40,000	£40,000		£40,000	£20,000		£40,000
15%	£40,000	£40,000	£40,000	£40,000		£40,000	£15,000		£40,000
20%	£40,000	£40,000	£40,000	£40,000		£40,000	£10,000		£40,000
25%	£40,000	£35,000	£40,000	£40,000		£40,000	£7,500		£40,000
30%	£40,000	£30,000	£40,000	£40,000		£40,000	£2,500		£40,000

Source: HDH (January 2024)

Suggested Policy Requirements

12.67 The early results of this report were discussed with the Council, in making these suggestions the following have been taken into account:

a. The delivery of affordable housing is important, and within this the Council is comfortable with affordable housing for rent, under the Affordable Rent (caped at the LHA) tenure.

b. There is a requirement for both Affordable Rent and Social Rent, however seeking Social Rent would have an adverse impact on viability. At present, the Council does not mandate a particular tenure mix within the emerging policy. It is the Council's preference not to be specific in this regard, rather the tenure mix being informed by local need and viability.

c. That it is likely that the new national policy requirements for further increases to Part M of Building Regulations (with all new homes to be built to Accessible and Adaptable – Part M4(2) standards) will be adopted around the time that the new Local Plan is implemented. It would be prudent to assume that these are a requirement. Having said this, there is uncertainty over the direction of Government policy, so the Council should keep this under review.

d. The cost of providing wheelchair adaptable housing is significant. Whilst the Council has a need for such accommodation within the affordable sector it is not felt necessary to mandate this, based on the Council's current evidence.

e. The revisions to Approved Document L are a step towards the introduction of the Future Homes Standard in 2025. While precise details of the Future Homes Standard are currently (at January 2024) out for consultation, and bearing in mind the timetable for the introduction of the new Local Plan, it would be prudent to assume that the 'Option 1' is a requirement. Again, having said this, there is uncertainty over the direction of Government policy, so the Council should keep this under review.

f. The viability testing includes the testing of District Heating. District Heating is not a particular priority of the Council.

g. The viability testing includes the testing of Rainwater Harvesting. Mandatory Rainwater Harvesting is expensive and would impinge on the ability to provide other requirements. It is not considered a priority.

h. The viability testing includes a range of greenfield sites, and these have the greatest capacity to bear planning obligations such as affordable housing and developer contributions. Whilst directing development away from the existing built-up area and into the rural areas may achieve greater levels of planning obligations, this does not sit well with wider planning considerations.

i. The Council has declared a climate emergency, a move towards Zero Carbon development is an important, but not at the significant expense of the provision of affordable housing.

j. Brownfield sites do not comprise a significant part of the land supply for future development. This is most likely to be in the Grantham built up area. Brownfield site development, and in particular flatted schemes, are the least viable so the Council should be cautious about relying on such sites to deliver development. The Council is committed to delivering policy compliant development and has a long track record of doing so, both through actively intervening in the market and through working with the wider public sector to enable delivery. It is likely that it will be necessary to consider viability on brownfield sites at the development management stage.

k. The Council recognises that that the density assumptions used in the SHLAA are at the lower end of the range normally seen for large scale greenfield sites. When this is combined with the preferred housing mix from the Council's Local Housing Market Assessment the resulting development density, when considered on a sqm per ha basis, is significantly less than that which would be expected and this has the impact of depressing the Residual Value (per ha).

l. There is a need for infrastructure funding. The analysis suggests that most types of greenfield development have capacity to bear developer contributions. The infrastructure requirements of the potential strategic sites is not yet known. It will be necessary for the Council to establish the costs of strategic infrastructure and mitigation associated with the potential strategic sites and test the site's ability to bear those costs before selecting sites to be included in the Plan. It is recommended that the Council completes the updating of the IDP prior to making a decision in this regard.

12.68 The above results were discussed with the Council's officers. Further sets of appraisals were then run based on the following policy requirements which align with the December 2023 consultation on the implementation of Future Homes Standard (Zero Carbon ready):

a.	Affordable Housing	Brownfield sites 10%, Greenfield sites 20%, Strategic sites 30%. In line with the requirements for 10% AHO and 25% of affordable homes to be First Homes (30% discount). The balance as Affordable Rent.
b.	Design	Part M4(2), 2025 Future Homes Standard (Option 1), Water Efficiency, 10% Biodiversity Net Gain.
c.	Developer Contributions	s106 of £4,500 per unit on typologies and £20,000 per unit on strategic sites.

12.69 These recommendations are subject to sensitivity testing in terms of changes in costs and values.

12.70 If the Council were to follow this advice it would be necessary to be cautious in relying on brownfield sites in the five year land supply and overall housing trajectory, as the delivery of these is likely to continue to be challenging. It will be necessary to have regard to the progress of brownfield sites through the development management process and / or commitments from site promoters. This may influence the selection of sites for allocation.

12.71 The modelling includes the seven potential strategic sites. These are included to inform the site selection process. All the sites, with the exception of Spitalgate Heath - (Southern Quadrant) site, are shown as being viable with 30% affordable housing. The Spitalgate Heath - (Southern Quadrant) site is only shown as being viable if affordable housing is maximised, with 25% affordable housing without developer contributions, or alternatively, if developer contributions are maximised, with 0% Affordable Housing and £17,500 per unit in developer contributions. As set out earlier, the delivery of any large site is challenging. It is recommended that that the Council engages with the owners of all the strategic sites in line with the advice set out in the Harman Guidance, and only includes these sites in the new Local Plan if they can be demonstrated to be viable.

12.72 Having said this, strategic sites are modelled as for the typologies in this assessment. It is necessary to highlight an assumption at this stage as it is not representative of such large sites. The potential strategic sites are modelled on the basis that site is acquired by the developer in a single tranche at the start of the project. Such a scenario is relatively unlikely on very large sites, where the site is typically purchased in phases. Such an approach benefits the developer in terms of cashflow and this will have a material impact on viability.

Impact of Change in Values and Costs

12.73 Whatever policies are adopted, the Plan should not be unduly sensitive to future changes in prices and costs. In this report, the analysis is based on the build costs produced by BCIS. As well as producing estimates of build costs, BCIS also produce various indices and forecasts to track and predict how build costs may change over time. The BCIS forecasts an increase in prices of 8.5% over the next 3 years[132]. A range of scenarios are tested with varied increases in build costs.

12.74 As set out in Chapter 4, there is uncertainty in the property market. Several price change scenarios are also tested. In this analysis, it has been assumed all other matters in the base appraisals remain unchanged and the policy requirements are as per the Suggested Policy Requirements heading above. In the appraisals (see **Appendix 20**), only the costs of construction and the value of the market housing are altered.

12.75 The analysis demonstrates that a relatively small fall in values will adversely impact on viability. Conversely, a modest increase in value could have a significant impact in improving viability.

Older People's Housing

12.76 The Sheltered and Extracare sectors have been tested separately. As above, the appraisals were then run to align with the December 2023 consultation on the implementation of Future Homes Standard (Zero Carbon ready), Part M4(2) of Building Regulations (with 5% of M4(3)a), Water Efficiency, and 20% Biodiversity Net Gain. Allowance is made for s106 contributions of £1,000 per unit.

12.77 Based on this analysis, specialist older people's housing is unlikely to be able to bear affordable housing.

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[132] BCIS General Building Cost Index January 2024 – 456.8 (Forecast), January 2024 – 495.7 (Forecast).

Non-Residential Appraisals

12.78 As with the residential appraisals, the Residual Valuation approach has been used. Appraisals have been run to assess the value of the site after taking into account the costs of development, the likely income from sales and/or rents, and an appropriate amount of developers' profit. The payment would represent the sum paid in a single tranche on the acquisition of a site. In order for the proposed development to be described as viable, it is necessary for this value to exceed the value from an alternative use. To assess viability, the same methodology has been used with regard to the Benchmark Land Value (EUV 'plus').

12.79 In the appraisal the costs are based on the BCIS costs, adjusted for the Future Building Standard.

Employment uses

12.80 The results are reflective of the current market in the secondary markets across England and more widely. The main employment uses are not shown as viable, with the exception of large format logistics.

12.81 Whilst Grantham and the surrounding area has some major employers, such as Brakes Brothers and Freshfayre, it is not a prime employment location, and such development is not being brought forward to on a speculative basis by the development industry. Much of the office and industrial development tends to be from existing businesses and / or for operational reasons, for example, existing businesses moving to more appropriate and better located town edge properties.

12.82 The analysis in this report is carried out in line with the Harman Guidance and in the context of the NPPF and PPG. It assumes that development takes place for its own sake and is a goal in its own right. The assumption is that a developer buys land, develops it and then disposes of it, in a series of steps with the sole aim of making a profit from the development. The Guidance, as set out in Chapters 2 and 3 above, does not reflect the broad range of business models under which developers and landowners operate. Some developers have owned land for many years and are building a broad income stream over multiple properties over the long term. Such developers are able to release land for development at less than the arms-length value at which it may be released to third parties and take a long-term view as to the direction of the market based on the prospects of an area and wider economic factors. It is understood that the limited development that is coming forward in the County area is 'user-led' being brought forward by businesses, or for specific end users, that will use the eventual space for operational uses, rather than for investment purposes.

12.83 It is clear that the delivery of employment uses is challenging in the current market. The above appraisals assume that development is carried out to the Future Buildings Standard. A further set of appraisals has been run to test the impact of higher costs that may arise due to higher environmental standards. The costs will vary considerably from development type and the specifics of each building so additional construction costs of 5%, 10%, 15% and 20% are applied to the appraisals.

12.84 This analysis shows that there is very limited scope to seek higher environmental standards on the uses. Caution is suggested in relation to setting policy requirements for employment uses that would unduly impact on viability.

Retail Uses

12.85 it is important to note that the Council is not anticipating significant new retail development coming forward in Grantham or Bourne town centres, and it is likely that there will be some consolidation of the shopping areas. The are reflective of the current market in the local retail sector. As would be expected the larger format retail uses are shown as being viable, as are the prime town centre uses, however secondary locations are not.

12.86 This analysis shows that there is scope to seek higher environmental standards on the larger format retail uses.

Conclusions and Recommendations

12.87 The property market across South Kesteven is mixed, and the outlook is uncertain, with considerable inflationary and wider economic uncertainties. Most types of residential and non-residential development are coming forward, and, on the whole, greenfield development is policy compliant.

12.88 The testing highlights the relationships between policy requirements and how they may impact on viability and ultimately the delivery of development. At this stage of the plan-making process it would be premature to finalise the policy requirements. Through the iterative process, the emerging results were discussed with the Council's officers and elected members. Late in the process, a further set of appraisals was then run based on the following policy requirements which align with the December 2023 consultation on the implementation of Future Homes Standard (Zero Carbon ready). From this the following set of policy requirements emerged.

a.	Affordable Housing	Brownfield sites 10%, Greenfield sites 20%, Strategic sites 30%. In line with the requirements for 10% AHO and 25% of affordable homes to be First Homes (30% discount). The balance as Affordable Rent.
b.	Design	Part M4(2), 2025 Future Homes Standard (Option 1), Water Efficiency, 10% Biodiversity Net Gain.
c.	Developer Contributions	s106 of £4,500 per unit on typologies and £20,000 per unit on strategic sites.

12.89 The Council will give these further consideration as the plan-making process continues.

12.90 It will still be necessary to be cautious in assuming brownfield development or Build to Rent development would come forward, as these are not likely to be delivered, without some form of public sector intervention. This is likely to influence the selection of sites for allocation. Having said this, it is important to note that a significant number of the brownfield sites that may come forward for development are within the Council's control. The Council has a good record of securing 'gap funding' to enable the delivery of large-scale greenfield schemes and anticipates that this will continue in the future.

12.91 The Council recognises that that the density assumptions used in the SHLAA are at the lower end of the range normally seen for large scale greenfield sites. When this is combined with the preferred housing mix from the Council's Local Housing Market Assessment the resulting development density, when considered on a sqm per ha basis, is significantly less than that which would be expected and this has the impact of depressing the Residual Value (per ha). It is recommended that the Council reviews the density assumptions to ensure they remain up to date.

12.92 Employment uses are not shown as being viable, with the exception of logistics uses, the Council should be cautious in seeking additional standards from such development.

Appendix 1 – Scope

3. Scope

3.1 The study covers the administrative area figure of South Kesteven.

3.2 The report will be part of the evidence base supporting the Local Plan which will be submitted to the Planning Inspectorate for Examinations in Public.

3.3 The Council expects the awarded consultancy to have the capability and capacity to attend and contribute to any Local Plan Hearing sessions regarding relevant matters, including preparation. A separate indicative cost should be given to the council, but for the avoidance of doubt this is not part of the quotation process for the study.

3.4 The study will also be used to provide up to date and detailed information to inform development management decisions.

3.5 The Council requires the preparation of an appropriate and up to date viability evidence to support the development of the new Local Plan for South Kesteven and to inform the development of policies in the new plan that are viable and deliverable. Preparation ofthis evidence should follow the governments recommended approach as set out in the NPG and be proportionate, simple and transparent. Whole Plan Viability must assess the total cumulative cost of all relevant policies to ensure that, together they will not be of a scale that will make development unviable.

3.6 As well as following the requirements of the PPG, the work should be carried out in accordance with the relevant RICS Guidance.

3.7 The overall aim is understand the factors which affect development viability in the district, related constraints to development and, where appropriate mitigation measures (whether through Local Plan policy and elsewhere) which will ensure the overall plan delivery.

3.8 A report has been prepared which has informed the draft Settlement Hierarchy which focuses development in Grantham as the sub-regional center; the other towns of Stamford, Bourne and Market Deeping; and the Larger Villages.

3.9 It is expected that a number of growth scenarios and policy options will need to be tested as part of the whole plan viability evidence. The Council will provide the consultant with a database of sites, no preferred sites have been identified at this stage but it is anticipated that the Council's preferred sites will be published in the Draft Local Plan.

3.10 Affordable housing requirement will need to be part of the study's recommendations; a Local Housing Needs Assessment has been commissioned, the draft of which will be shared with the successful applicant. This viability study should make recommendations regarding viability of a range of affordable housing requirements, including split of affordable and market housing; and consideration of the most appropriate percentage split between social rent and intermediate products.

3.11 Through the Local Plan Review, the Council is proposing new policies on areas such as climate change, Biodiversity Net Gain and car parking standards. Whilst the Council understands that the BNG requirement of10% it is only a minimum and the Viability Study should explore if the percentage could be increased, as suggested by the Issues & Options Sustainability Appraisal.

3.12 It is expected that stakeholder engagement will form an important part of the project and tender proposals should set out how, when and who will be engaged.

3.13 The consultant will be expected to work collaboratively and iteratively with the Council's Planning Policy Team and with those working on other relevant parts of the Local Plan evidence, in particular the development of the Infrastructure Delivery Plan and work on achieving Carbon net zero.

4. Objectives

4.1 National policy states that “Where up-to-date policies have set out the contributions expected from development, planning applications that fully comply with them should be assumed to be viable.”

4.2 The objectives of the Whole Plan Viability evidence is to assess the impact of suggested policy approaches on the viability of a range of South Kesteven specific, site typologies using local land values and development cost. Initially the work is required to inform selection of a preferred approach for inclusion in the Draft Local Plan (Regulation 18) expected to be published for consultation late 2023. However, the Whole Plan Viability evidence may need to be updated to support the publication of the pre-submission Local Plan (Regulation 19) and its submission to the Planning Inspectorate for examination. The key objective is to ensure that it can be demonstrated that the preferred Local Plan strategy and policy options are deliverable at Local Plan Examination.

4.3 The supplier will be expected to source appropriate data to use in developing a model for the South Kesteven Local Plan which will be used to run a number of difference spatial strategy and policy requirement options.

4.4 A final Whole Plan Viability report and executive summary together with supporting data and evidence should be prepared.

5. Statement of Requirements

5.1 Preparation of a detailed Whole Plan Viability Report together with supporting data and evidence, to support the preparation of the Local Plan and its Examination in Public, including but not limited to

- Executive Summary
- Details of the methodology of work undertaken so that it can be repeated if additional assessment work is undertaken;
- Supporting diagrams, tables, maps, and photographs as appropriate (Maps should be digitized and provided in a format appropriate for the Council’s use);
- Policy and strategy recommendations.

5.2 Preliminary results should be submitted in draft report to the Council prior to completion of the final report. This will allow any specific areas of concern to be identified for discussion with the consultants and will assist in ensuring that the study is in line with the Council’s requirements.

5.3 The report should be written clearly and concisely and in plain English.

Appendix 2 – Consultees

Name	Organisation
Ann Reeves	
	InvestSK
Alexander Job	Heaton Planning
Alice Robinson	Strutt and Parker
Alistair Anderson	Brown & Co
Alistair Anderson	JH Walter
Adam Masters	Hallam Land
Amy Harrison	Boyer Planning
Andrew Hodgson	Peagsus Group
Andrew Siddans	
Andrew Russell-Wilks	Godfrey Payton
Andrew Banks	
Andy Moffat	Savills
Angela Calow	Kier
Annabel Parkinson	Longstaff
Beth Evans	Freeths
Brian Flynn	Carter Jonas
Caroline Wardle	
John Michael Clark	
Charles Richardson	Richardson Surveyors
David Peck	P&DG
David Pendle	Marrons Planning
Antony Rowan	David Wilson Homes
David Hutchinson	Boyer Planning
David Henry	Savills
Duncan Barry	David Wilson Homes
Duncan Gray	Iliffe Media
Duncan Mason	Optimus Consulting
Emily Bishop	Mulberry Land
	CIT Academies
	Stephen Knipe
Mrs K. E. Evans	
Emma Walker	Phase 2 Planning
Gabrielle Rowan	Peagsus Group
G. Jenkinson	
Mrs Glynis Hall	
Graham Bloomfield	William H Brown
Jason Edwards	Cal Design
James Rigby	Knights Plc
James Steed	Andrew Granger
Jamie Lambert	JH Walter
James Cullingford	LSH
John Dickie	John Dickie Associates
Jeremy Dawson	Strutt and Parker
J. Graham	Savills
John J. Hartley	
Jonathan Leeding	
Joanna Townsend	
John Pearce	Harris Lamb
Jonathan Plant	Distinctive Developments
J. Richardson	Richardsons Surveyors
Kit Longstaff	R. Longstaff & Co
Angela Brooks	Fisher German

Lucy Stephenson	Savills
L. Voyias	Savills
L. Swinburne	Savills
J. Dickinson	Nexus Planning
Magnus Magnusson	Parker Planning Services
Mark Bassett	Freeths
Mark Howard	Grange Development
Mark Revill	
Mark Flood	Insight-Plan
Mark Jeffery	
Maria Boyce	Savills
Michael Robson	Cerda Planning Co.
Michael Temple	Ashwood Homes
Michael Coney	Lincoln Longwools
Mike Sibthorp	Mike Sibthorpe
Micheal Thurlby	
Mark Thomas	Richardson Surveyors
Nick Grace	Grace Machin
Nick Webster	Websters
	PSA Architects
	The Planning Hub
Paul Butler	PBP Planning
Phoebe Clark	Savills
Peter Higginbottom	Planning Insight
Philipa Bateman	Strutt and Parker
	Lindum Group
	RDC Land Plan
	Young SRPS
Peter Carter	
Rhys Bevins	Be Design
Richard Bailey	Homes England
Richard West	Cerda Planning
Richard Willows	It Design
Robert Love	Bidwells
Robin Clarke	Strutt and Parker
R.Machin	
Shaun Carlton	
Simon Machen	Barmach Ltd
Simon Banks	JWE Banks
Stephen Mair	Andrew Granger
Stephen Short	EBG Property
Geoffrey Charles Mastin	
Tara Shippey	Harcourt Developments
Tim Carlton	
Tom Dillarstone	William Davis
Tony Rivero	Network Rail
William Lloyd	DLP Consultants
T. James	Nexus Planning
Sophie Williams	Savills
Glen Pratt	Dalton SP
	Cerda Planning
Rachel Buswell	Longhurst Group
Simon Preston	Modus Partnerships
Louie Carlton	Nineteen 47
George Wilkinson	Allison Homes
	IT Design

Peter Frampton	Framptons Planning
Lara Kary	MAN
Poly Bradshaw	MAN
Georgina Mccrae	Vistry
Adam Jagger	Ashwood Homes
Robert Jays	Lindum Group
Mel Mayne	
	Dwell Architects
Barry Herrod	Countryside Homes
Charlotte Henson	Barratt Homes
Adam Conchie	Bellway
Lee Padimore	Taylor Wimpey
Harry White	David Wilison Homes
Hannah Guy	Allison Homes
	PRB
A Rennie	HSSP Architects
Nick Bullimore	Bullimores
R. Padley	Padley
Rachel Reaney	MOD
Elena Drozdowska	Strutt and Parker
Anne Dew	Persimmon Homes
Aaron Gibbins	Balfour Beatty
	Jelson
Claire Moloney	Cross Key Homes
	Derwent Living
Ria Ajibade	East Midlands Housing Association
	Lincs Rural Housing Association
	Longhurst Group
Catherine Lewis	Longhurst Group
Luke Mellors	Longhurst Group
Brett Casswell	Minster Property Group
	Muir
	Nottingham Community Housing Association
Lisa Raine	Nottingham Community Housing Association
	Places for People
	Platform Housing
	Sage Housing
C.Banbury	Sanctuary Housing
Juliette Thomas-Cousins	Central Lincolnshire Plan Team
	East Northamptonshire Council
Sarah Rudkin	Leicestershire County Council
Phil Hughes	Lincolnshire County Council
	Melton Borough Council
	Newark and Sherwood District Council
	North Kesteven District Council
	Northamptonshire County Council
	Nottinghamshire County Council
	Peterborough City Council
	Cambridgeshire County Council
	Rutland County Council
	South Holland District Council
Sarah Wells	Lincolnshire County Council
Lynette Swinburne	Savills
Emily O'Sullivan	Persimmon Homes
Ellie Smith	William Davis
Jeremy Hoare	Carta Real Estate
Liberty Stones	Fisher German

Paul Harvey	MOD
Edward Matthews	Fisher German
Serena Brown	
Jeremy Barlow	East Midlands Building Control
Brendan Gallagher	Lincolnshire County Council
Martyn. C	Barberry
Adam Clegg	Wates
Christine Spoor	MOD
	Distinctive Developments
India Chard	Bidwells
Kate Westwood	PSA Architects
Amy Harrison	Boyer Planning
Katie Gulliver	Mulberry Land
	DWA-Architects

Appendix 3 – Consultation Slides

The pages in this appendix are not numbered.

SOUTH
KESTEVEN
DISTRICT
COUNCIL

Whole Viability Assessment
Consultation Event

4th July 2023

Please use the chat icon to ask questions or leave comments

Please raise a hand to ask a question or to make a comment

To avoid sound interference please mute your microphone

Planning & Development

Agenda

2021 NPPF, PPG and Guidance
- Levelling Up Bill and Infrastructure Levy

Methodology

Harman Guidance / RICS Guidance / PPG

Main Assumptions
- Prices
- Costs
- Commercial prices

Modelling

The Viability Test

Moving Forward

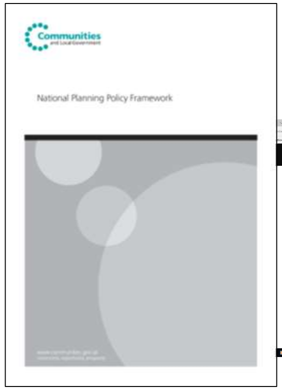
Local Plan Review

- Development
  - New allocations and Strategic Sites
- New policies to
  - respond to climate change
  - respond to updated evidence
- Respond to national changes
  - Future Homes Standard / Future Building Standard
  - First Homes 25% of affordable, AHO 10% of all
  - % Biodiversity Net Gain, EV Charging, Accessible and Adaptable (M4(2))

Key issue

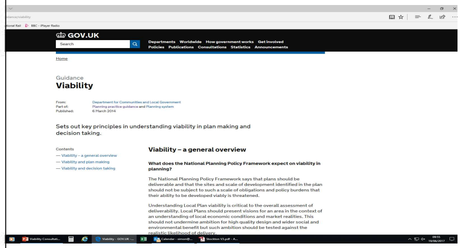
- Delivery of Planned Development
- Reduced scope for viability testing at the Development Management stage.
  - Based on ‘changes since the plan was brought into force’ and ‘should be based upon and refer back to the viability assessment that informed the plan’

The Old



Communities and Local Government

National Planning Policy Framework



Guidance

Viability

From: Department for Communities and Local Government
Part of: Planning practice guidance and Planning system
Published: 6 March 2014

Sets out key principles in understanding viability in plan making and decision taking.

Contents
- Viability – a general overview
- Viability and plan making
- Viability and decision taking

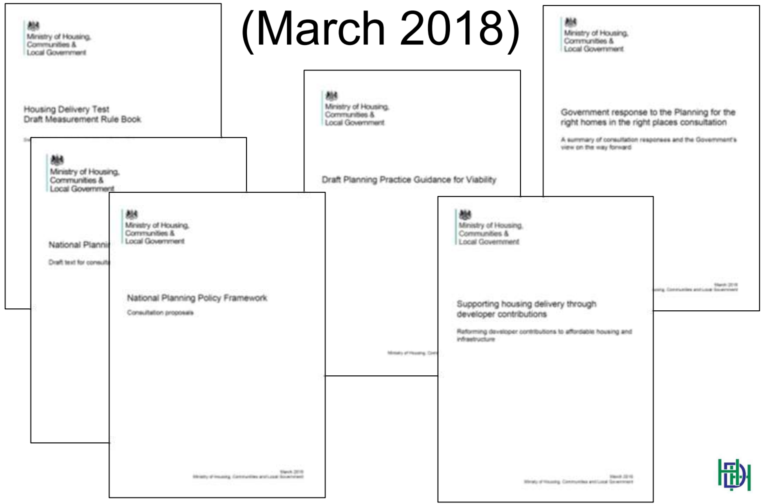
Viability – a general overview

What does the National Planning Policy Framework expect on viability in planning?

The National Planning Policy Framework says that plans should be deliverable and that the sites and scale of development identified in the plan should not be subject to such a scale of obligations and policy burdens that their ability to be developed viably is threatened.

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

NPPF / PPG Consultation (March 2018)



Ministry of Housing, Communities & Local Government

Housing Delivery Test
Draft Measurement Rule Book

Ministry of Housing, Communities & Local Government

National Planni
Draft text for consult

Ministry of Housing, Communities & Local Government

National Planning Policy Framework
Consultation proposals

Ministry of Housing, Communities & Local Government

Draft Planning Practice Guidance for Viability

Ministry of Housing, Communities & Local Government

Government response to the Planning for the right homes in the right places consultation

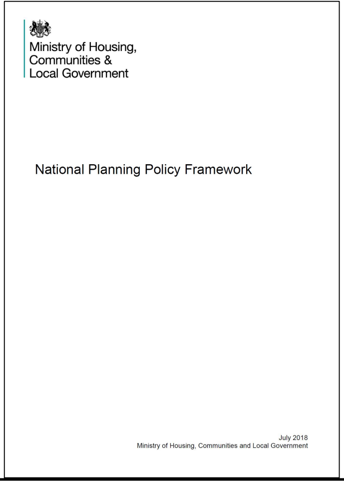
A summary of consultation responses and the Government's view on the way forward

Ministry of Housing, Communities & Local Government

Supporting housing delivery through developer contributions

Reforming developer contributions to affordable housing and infrastructure

The new (July 2018)...

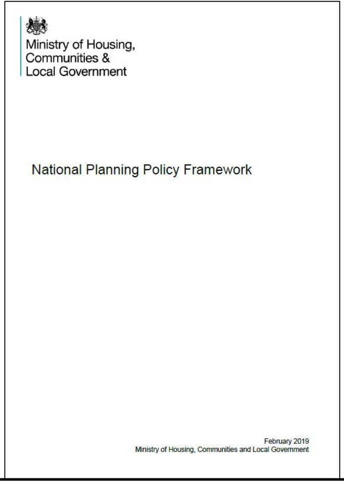


Ministry of Housing, Communities & Local Government

National Planning Policy Framework

July 2018
Ministry of Housing, Communities and Local Government

... and newer (February 2019) ...

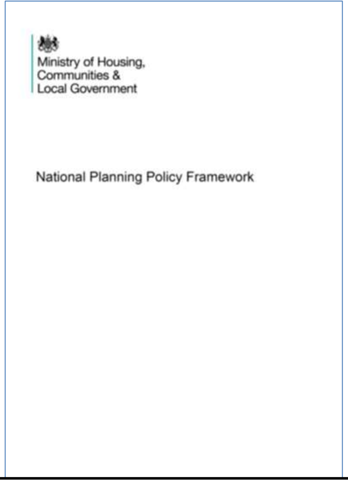


Ministry of Housing, Communities & Local Government

National Planning Policy Framework

February 2019
Ministry of Housing, Communities and Local Government

... and newest (July 2021).



Ministry of Housing,
Communities &
Local Government

National Planning Policy Framework

The Future .... ?

Ministry of Housing,
Communities &
Local Government

PLANNING
FOR THE FUTURE

White Paper August 2020

2020 White Paper - Viability

***Assessments of housing need, viability and environmental impacts are too complex and opaque**: Land supply decisions are based on projections of household and business 'need' typically over 15- or 20-year periods. These figures are highly contested and do not provide a clear basis for the scale of development to be planned for. Assessments of environmental impacts and viability add complexity and bureaucracy but do not necessarily lead to environmental improvements nor ensure sites are brought forward and delivered;*

***Local Plans should be subject to a single statutory "sustainable development" test**, and unnecessary assessments and requirements that cause delay and challenge in the current system should be abolished. This would mean replacing the existing tests of soundness, updating requirements for assessments (including on the environment and viability) and abolishing the Duty to Cooperate.*

2020 White Paper – Pillar Three

- *Proposal 19: The Community Infrastructure Levy should be reformed to be charged as a fixed proportion of the development value above a threshold, with a mandatory nationally-set rate or rates and the current system of planning obligations abolished.*
- *Proposal 21: The reformed Infrastructure Levy should deliver affordable housing provision*

2022 Queen's Speech

"A bill will be brought forward to drive local growth, empowering local leaders to regenerate their areas, and ensuring everyone can share in the United Kingdom's success. The planning system will be reformed to give residents more involvement in local development."

The main benefits of the Bill would be:

- ...
- ...
- *Capturing more of the financial value created by development with a locally set, non-negotiable levy to deliver the infrastructure that communities need, such as housing, schools, GPs and new roads.*
- *Simplifying and standardising the process for local plans so that they are produced more quickly and are easier for communities to influence.*

Levelling-up and Regeneration Bill

204G (3) For the purposes of subsection (2), IL regulations may make provision about—

(a) how the level of affordable housing provided in the area is to be measured, and

(b) how the level of funding provided by developers is to be measured.

(4) A charging authority, in setting rates or other criteria, must have regard, to the extent and in the manner specified by IL regulations, to—

(a) matters specified by IL regulations relating to the economic viability of development (which may include, in particular, actual or potential economic effects of the imposition of IL);

(b) (b) matters specified by IL regulations relating to the actual or potential economic effects (including increases in the value of land) of— …..

Infrastructure Levy

GOV.UK

Emergency Alerts (/alerts) Test on Sunday 23 April, 3pm

Home > Technical consultation on the Infrastructure Levy

Department for Levelling Up, Housing & Communities

Open consultation

Technical consultation on the Infrastructure Levy

Published 17 March 2023

Applies to England

Contents

- Topic of this consultation
- Privacy Notice
- Executive summary
- Consultation outline
- Introduction
- Chapter 1: Fundamental design choices
- Chapter 2: Levy rates and minimum thresholds
- Chapter 3: Charging and paying the Levy
- Chapter 4: Delivering infrastructure
- Chapter 5: Delivering affordable housing

The big change...

2012 NPPF	**PPG 2018 / 2019**
173	10-009-20190509
... To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable.	... ensure policy compliance and optimal public benefits through economic cycles...
174	10-010-20180724
the cumulative impact of these standards and policies should not put implementation of the plan at serious risk, and should facilitate development throughout the economic cycle	and the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission.

2012 NPPF – Footnote 11

11 To be considered deliverable, sites should be available now, offer a suitable location for development now, and be achievable with a realistic prospect that housing will be delivered on the site within five years and in particular that development of the site is viable. Sites with planning permission should be considered deliverable until permission expires, unless there is clear evidence that schemes will not be implemented within five years, for example they will not be viable, there is no longer a demand for the type of units or sites have long term phasing plans.

2021 NPPF – glossary

Deliverable*: To be considered deliverable, sites for housing should be available now, offer a suitable location for development now, and be achievable with a realistic prospect that housing will be delivered on the site within five years. In particular:*

- *a) sites which do not involve major development and have planning permission, and all sites with detailed planning permission, should be considered deliverable until permission expires, unless there is clear evidence that homes will not be delivered within five years (for example because they are no longer viable, there is no longer a demand for the type of units or sites have long term phasing plans).*
- *b) where a site has outline planning permission for major development, has been allocated in a development plan, has a grant of permission in principle, or is identified on a brownfield register, it should only be considered deliverable where there is clear evidence that housing completions will begin on site within five years.*

PPG Viability in plan-making

- 10-003 – based on ‘Typologies’
- 10-004 – use average costs and values
- 10-005 – test strategic sites (if any)
- 10-006 – consultation

Standard Viability Test - Residual Value

STEP 1

Gross Development Value

(The combined value of the complete development)

LESS

Cost of creating the asset, including PROFIT

(Construction + fees + finance charges)

=

RESIDUAL VALUE

STEP 2

Residual Value v Existing Use Value

PPG Standardised inputs

- 10-010
  - *viability helps to strike a balance between the aspirations of developers and landowners, in terms of returns against risk, and the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission*
- 10-011
  - *average figures can be used, with adjustment to take into account land use, form, scale, location, rents and yields, disregarding outliers in the data*

PPG Land Value 10-013

Benchmark Land Value (BLV)

=

Existing Use Value (EUV) ‘plus a premium for the landowner’

PPG BLV – 10-014

- Based on EUV
- Allow for a premium to the landowner
- Reflect abnormal costs, site specific infrastructure and fees
- Be informed by market evidence from policy compliant schemes
  - *In plan making, the landowner premium should be tested and balanced against emerging policies.*

PPG Landowners’ Premium

10-016

- The premium should provide a reasonable incentive for a land owner to bring forward land for development while allowing a sufficient contribution to comply with policy requirements.

PPG Developers’ Return

- 10-018
  - *For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies. … A lower figure may be more appropriate in consideration of delivery of affordable housing …*

Abnormal and IDP Costs

- Normal abnormals v abnormal abnormals
- Site Infrastructure Costs

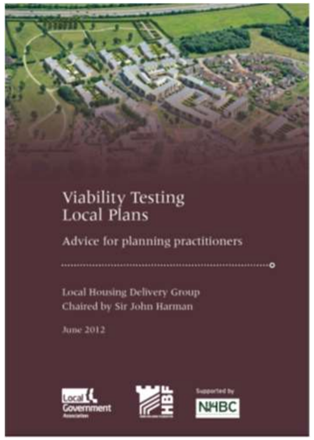
'These costs should be taken into account when defining benchmark land value'.

Are reflected in a lower land price! But when is it too low?

'New' / Current issues – for this project

- Cumulative impact of policy
- Greater emphasis on plan making stage – only include deliverable sites
- Reduced scope for viability at application stage
- Greater transparency
- Strategic Sites – in due course

Harman / RICS



Viability Testing
Local Plans

Advice for planning practitioners

Local Housing Delivery Group
Chaired by Sir John Harman

June 2012

GUIDANCE NOTE

Assessing viability in planning under the National Planning Policy Framework 2019 for England

England
1st edition, March 2021

Mandatory RICS Guidance

RICS professional statement

RICS professional standards and guidance, England

Financial viability in planning: conduct and reporting

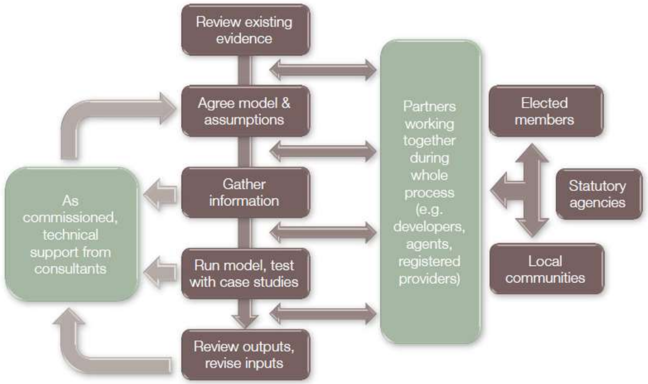
1st edition, May 2019

rics.org/guidance

RICS Guidance – so what?

- mandatory for Chartered Surveyors
- with objectivity, impartially and without interference and with reference to all appropriate available sources of information
- include instructions
- no performance-related or contingent fees
- presumption is that a viability assessment should be published in full
- a non-technical summary
- incudes appropriate sensitivity testing
- responsible for sub-contractors / specialists
- (value engineering)

Engagement Phases



Methodology

- Data Gathering
  - Values
  - Costs
  - Land
- Modelling
  - Typologies
  - Residential, employment, retail
- Appraisals
  - Residual Value v EUV Plus

Standard Viability Test - Residual Value

STEP 1

Gross Development Value

(The combined value of the complete development)

LESS

Cost of creating the asset, including PROFIT

(Construction + fees + finance charges)

=

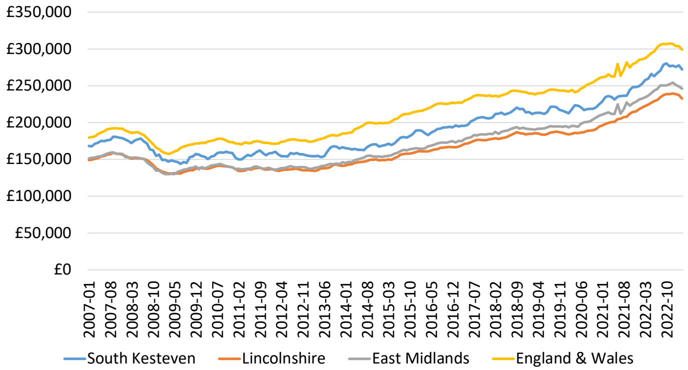
RESIDUAL VALUE

STEP 2

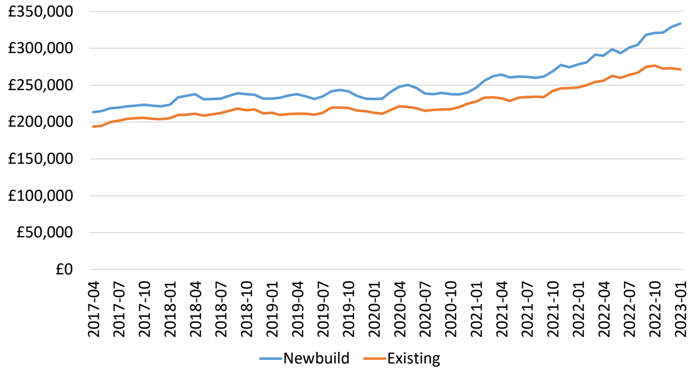
Residual Value v Existing Use Value

Key Assumptions

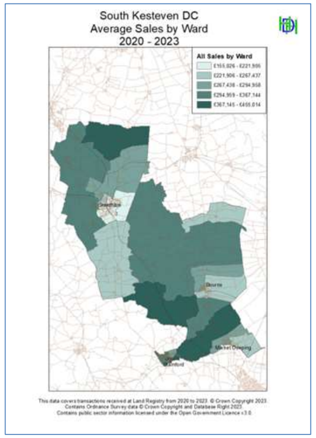
Average House Prices

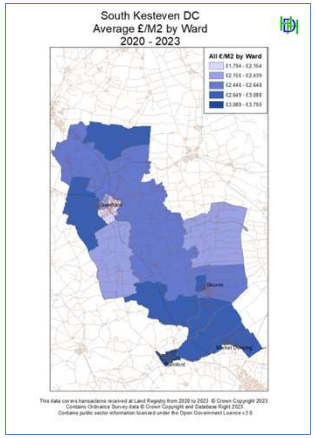


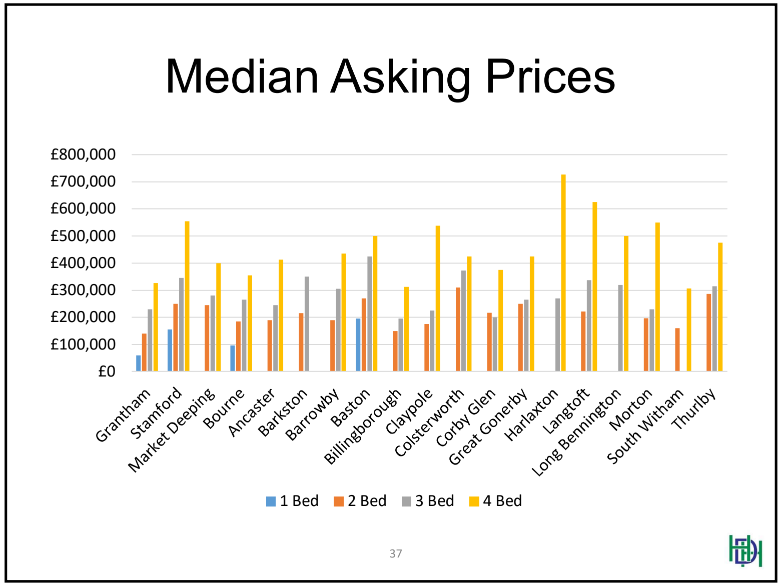
Newbuild v Existing



Average House Prices

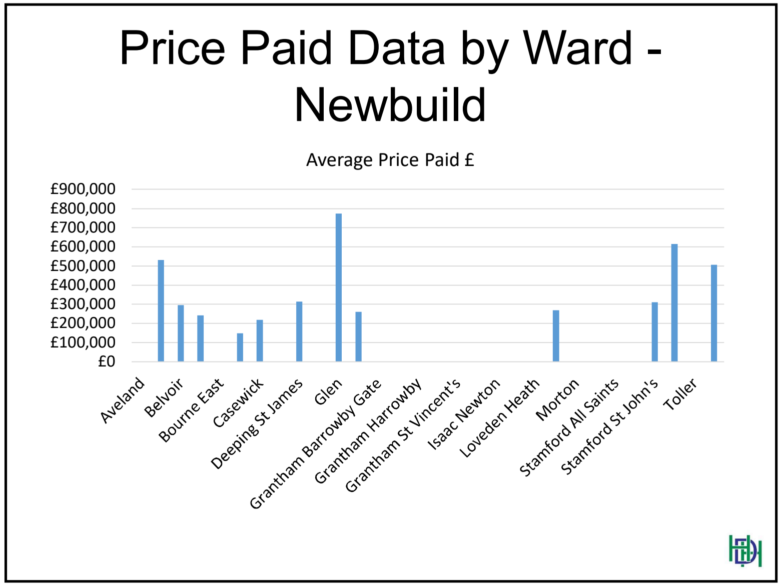

South Kesteven DC
Average Sales by Ward
2020 - 2023


South Kesteven DC
Average £/M2 by Ward
2020 - 2023



Median Asking Prices

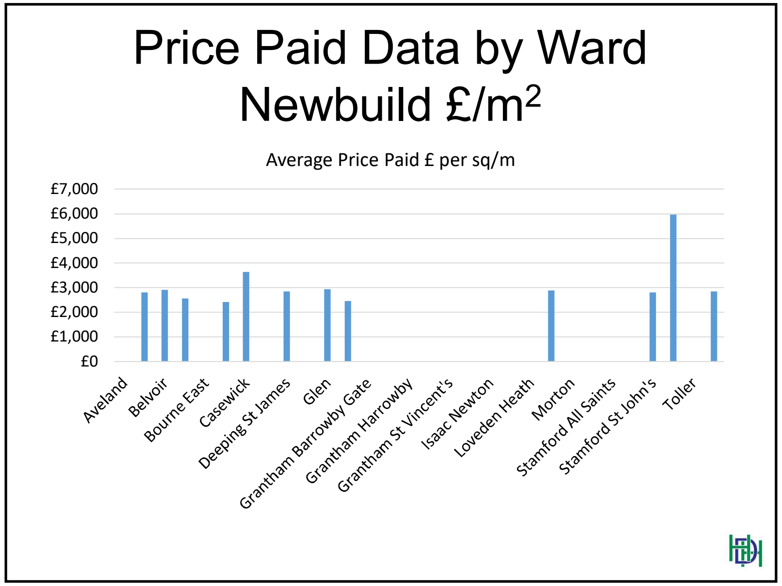
37



Price Paid Data by Ward - Newbuild

Average Price Paid £

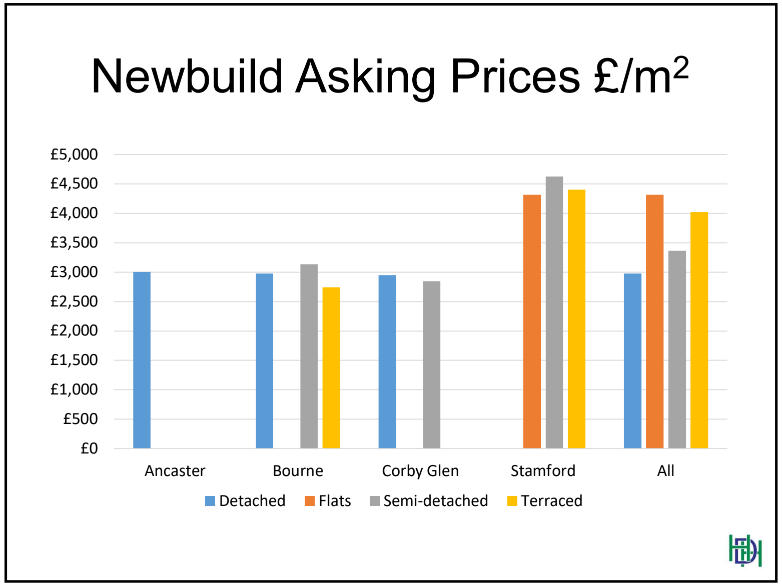
38



Price Paid Data by Ward Newbuild £/m2

Average Price Paid £ per sq/m

39



Newbuild Asking Prices £/m2

40

Price Assumptions (£/m^2)

Table 4.9 2023 Price Assumptions (£/m^2)		
Typology	Area	£/m^2
Northern Areas		
Brownfield	Houses	£2,750
	Flats	£3,000
Greenfield	Large	£3,000
	Small	£3,250
Southern Areas		
Brownfield	Houses	£4,300
	Flats	£4,300
Greenfield		£4,300

Build to Rent

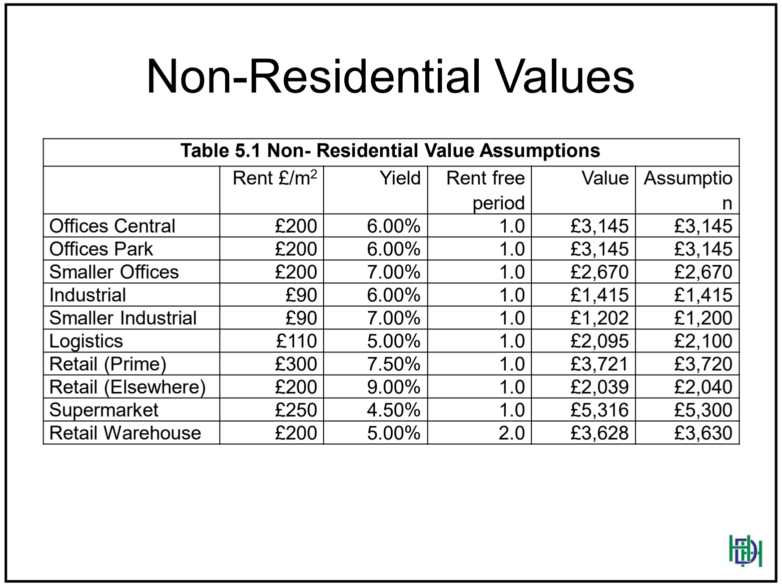
Table 4.12 Capitalisation of Private Rents			
	1 bed	2 bed	3 bed
Gross Rent (£/week)	£121.15	£163.85	£196.15
Gross Rent (£/annum)	£6,300	£8,520	£10,200
Net Rent (£/annum)	£5,040	£6,816	£8,160
Value	£118,588	£160,376	£192,000
m^2	50	70	84
£/m^2	£2,372	£2,291	£2,286

Affordable Housing

- Social Rent
  - £1,270/m^2
- Affordable Rent
  - £1,7000/m^2
- Shared Ownership
  - 70% OMV, 50% Share; Rent 2.75%
- First Homes
  - 70% OMV / £250,000 cap

Older Peoples Housing

Table 4.18 Worth of Sheltered and Extracare			
Grantham			
	Area (m^2)	£	£/m^2
3 bed semi-detached		220,000	
I bed Sheltered	50	165,000	3,300
2 bed Sheltered	75	220,000	2,933
1 bed Extracare	65	206,250	3,173
2 bed Extracare	80	275,000	3,438
Stamford			
3 bed semi-detached		310,000	
I bed Sheltered	50	232,500	4,650
2 bed Sheltered	75	310,000	4,133
1 bed Extracare	65	290,625	4,471
2 bed Extracare	80	387,500	4,844
Bourne			
3 bed semi-detached		235,000	
I bed Sheltered	50	176,250	3,525
2 bed Sheltered	75	235,000	3,133
1 bed Extracare	65	220,313	3,389
2 bed Extracare	80	293,750	3,672
Market Deeping			
3 bed semi-detached		265,000	
I bed Sheltered	50	198,750	3,975
2 bed Sheltered	75	265,000	3,533
1 bed Extracare	65	248,438	3,822
2 bed Extracare	80	331,250	4,141



Non-Residential Values

Table 5.1 Non- Residential Value Assumptions					
	Rent £/m^2	Yield	Rent free period	Value	Assumption
Offices Central	£200	6.00%	1.0	£3,145	£3,145
Offices Park	£200	6.00%	1.0	£3,145	£3,145
Smaller Offices	£200	7.00%	1.0	£2,670	£2,670
Industrial	£90	6.00%	1.0	£1,415	£1,415
Smaller Industrial	£90	7.00%	1.0	£1,202	£1,200
Logistics	£110	5.00%	1.0	£2,095	£2,100
Retail (Prime)	£300	7.50%	1.0	£3,721	£3,720
Retail (Elsewhere)	£200	9.00%	1.0	£2,039	£2,040
Supermarket	£250	4.50%	1.0	£5,316	£5,300
Retail Warehouse	£200	5.00%	2.0	£3,628	£3,630

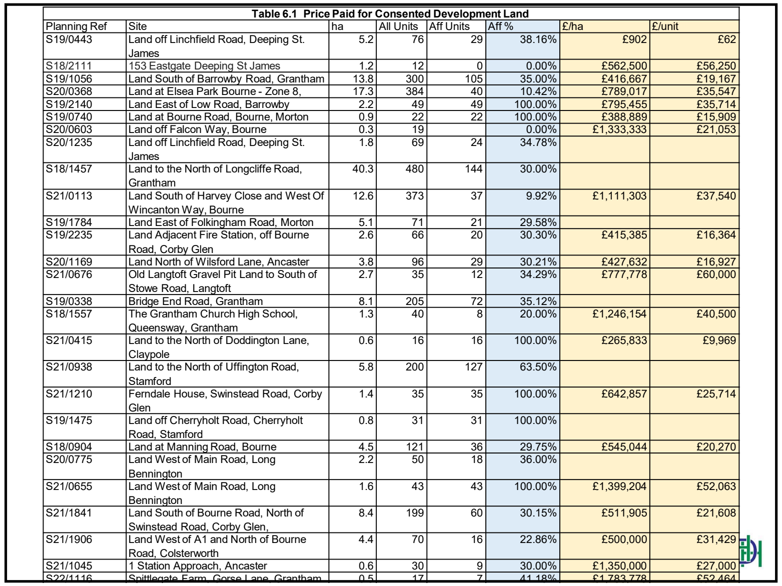
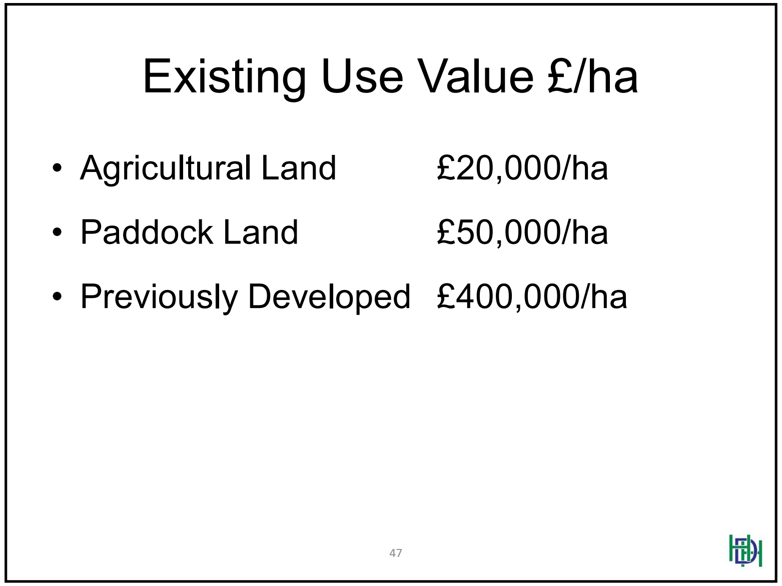


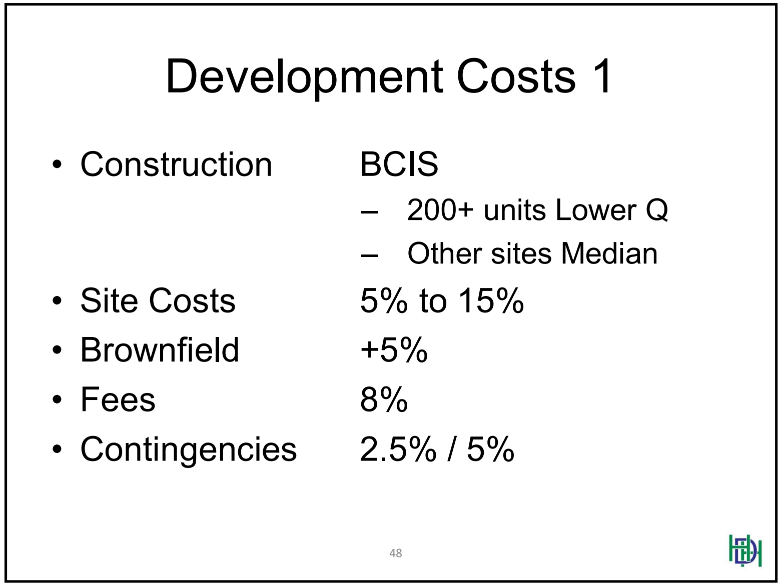
Table 6.1 Price Paid for Consented Development Land

Planning Ref	Site	ha	All Units	Aff Units	Aff %	£/ha	£/unit
S19/0443	Land off Linchfield Road, Deeping St. James	5.2	76	29	38.16%	£902	£62
S18/2111	153 Eastgate Deeping St James	1.2	12	0	0.00%	£562,500	£56,250
S19/1056	Land South of Barrowby Road, Grantham	13.8	300	105	35.00%	£416,667	£19,167
S20/0368	Land at Elsea Park Bourne - Zone 8,	17.3	384	40	10.42%	£789,017	£35,547
S19/2140	Land East of Low Road, Barrowby	2.2	49	49	100.00%	£795,455	£35,714
S19/0740	Land at Bourne Road, Bourne, Morton	0.9	22	22	100.00%	£388,889	£15,909
S20/0603	Land off Falcon Way, Bourne	0.3	19		0.00%	£1,333,333	£21,053
S20/1235	Land off Linchfield Road, Deeping St. James	1.8	69	24	34.78%		
S18/1457	Land to the North of Longcliffe Road, Grantham	40.3	480	144	30.00%		
S21/0113	Land South of Harvey Close and West Of Wincanton Way, Bourne	12.6	373	37	9.92%	£1,111,303	£37,540
S19/1784	Land East of Folkingham Road, Morton	5.1	71	21	29.58%		
S19/2235	Land Adjacent Fire Station, off Bourne Road, Corby Glen	2.6	66	20	30.30%	£415,385	£16,364
S20/1169	Land North of Wilsford Lane, Ancaster	3.8	96	29	30.21%	£427,632	£16,927
S21/0676	Old Langtoft Gravel Pit Land to South of Stowe Road, Langtoft	2.7	35	12	34.29%	£777,778	£60,000
S19/0338	Bridge End Road, Grantham	8.1	205	72	35.12%		
S18/1557	The Grantham Church High School, Queensway, Grantham	1.3	40	8	20.00%	£1,246,154	£40,500
S21/0415	Land to the North of Doddington Lane, Claypole	0.6	16	16	100.00%	£265,833	£9,969
S21/0938	Land to the North of Uffington Road, Stamford	5.8	200	127	63.50%		
S21/1210	Ferndale House, Swinstead Road, Corby Glen	1.4	35	35	100.00%	£642,857	£25,714
S19/1475	Land off Cherryholt Road, Cherryholt Road, Stamford	0.8	31	31	100.00%		
S18/0904	Land at Manning Road, Bourne	4.5	121	36	29.75%	£545,044	£20,270
S20/0775	Land West of Main Road, Long Bennington	2.2	50	18	36.00%		
S21/0655	Land West of Main Road, Long Bennington	1.6	43	43	100.00%	£1,399,204	£52,063
S21/1841	Land South of Bourne Road, North of Swinstead Road, Corby Glen,	8.4	199	60	30.15%	£511,905	£21,608
S21/1906	Land West of A1 and North of Bourne Road, Colsterworth	4.4	70	16	22.86%	£500,000	£31,429
S21/1045	1 Station Approach, Ancaster	0.6	30	9	30.00%	£1,350,000	£27,000
S22/1116	Spittlegate Farm, Gorse Lane, Grantham	0.5	17	7	41.18%	£1,783,778	£52,464



Existing Use Value £/ha

Agricultural Land	£20,000/ha
Paddock Land	£50,000/ha
Previously Developed	£400,000/ha



Development Costs 1

Construction	BCIS – 200+ units Lower Q – Other sites Median
Site Costs	5% to 15%
Brownfield	+5%
Fees	8%
Contingencies	2.5% / 5%

Development Costs 2

• Interest	7.5%
• Developer's Return	17.5% Market Housing
	6% Affordable
• Sales	2.5% + 1%

Starting Policies

Affordable Housing	30% – in line with the requirements for 10% AHO and 25% of affordable homes to be First Homes.
	The balance as Affordable Rent.
Design	Part M4(2), 1% Part M4(3)a
	2025 Part L, Water Efficiency and water butts
	10% Biodiversity Net Gain.
Developer Contributions	s106 plus CIL as adopted.

Modelling – based on Draft SHLAA

			Current Use	Units	Area Ha				Density Units/ha		Density
					Total	Gross	Net	%	Gross	Net	m2/ha
1	Large Green 450	Green	Agricultural	450	25.000	25.000	15.000	60.0%	18.00	30.00	2,588
2	Green 150	Green	Agricultural	150	8.333	8.333	5.000	60.0%	18.00	30.00	2,578
3	Green 60	Green	Agricultural	60	2.500	2.500	2.000	80.0%	24.00	30.00	2,586
4	Green 25	Green	Agricultural	25	1.033	0.877	0.833	80.7%	28.50	30.00	2,696
5	Green 16	Green	Agricultural	16	0.658	0.561	0.533	81.0%	28.50	30.00	2,479
6	Green 9	Green	Paddock	9	0.316	0.316	0.300	95.0%	28.50	30.00	2,793
7	Green 6	Green	Paddock	6	0.211	0.211	0.200	95.0%	28.50	30.00	3,030
8	Green 3	Green	Paddock	3	0.105	0.105	0.100	95.0%	28.50	30.00	3,300
9	Green 9 LD	Green	Paddock	9	0.474	0.474	0.450	95.0%	19.00	20.00	2,267
10	Green 6 LD	Green	Paddock	6	0.316	0.316	0.300	95.0%	19.00	20.00	2,267
11	Green 3 LD	Green	Paddock	3	0.053	0.053	0.050	95.0%	57.00	60.00	6,600
12	Brown 75	Brown	PDL	75	2.344	2.344	1.875	80.0%	32.00	40.00	3,283
13	Brown 40	Brown	PDL	40	1.250	1.250	1.000	80.0%	32.00	40.00	3,346
14	Brown 25	Brown	PDL	25	0.694	0.694	0.625	90.0%	36.00	40.00	3,248
15	Brown 16	Brown	PDL	16	0.421	0.421	0.400	95.0%	38.00	40.00	3,465
16	Brown 6	Brown	PDL	6	0.158	0.158	0.150	95.0%	38.00	40.00	3,667
17	Brown 3	Brown	PDL	3	0.079	0.079	0.075	95.0%	38.00	40.00	3,227
18	Flats 60	Brown	PDL	60	0.789	0.789	0.750	95.0%	76.00	80.00	5,985
19	Flats 12	Brown	PDL	12	0.180	0.180	0.171	95.0%	66.50	70.00	5,268
20	Flats 6	Brown	PDL	6	0.090	0.090	0.086	95.0%	66.50	70.00	5,287

A Pragmatic Viability Test

We are NOT trying to replicate a particular business model
Test should be broadly representative

‘*Existing use value* plus’
– reality checked against market value

- Will EUV Plus provide landowner’s premiums?
- Land owner’s have expectations (*life changing?*)
- Will land come forward?

Benchmark Land Value?

- **Brownfield Site**

EUV + 20%

- **Greenfield Sites**

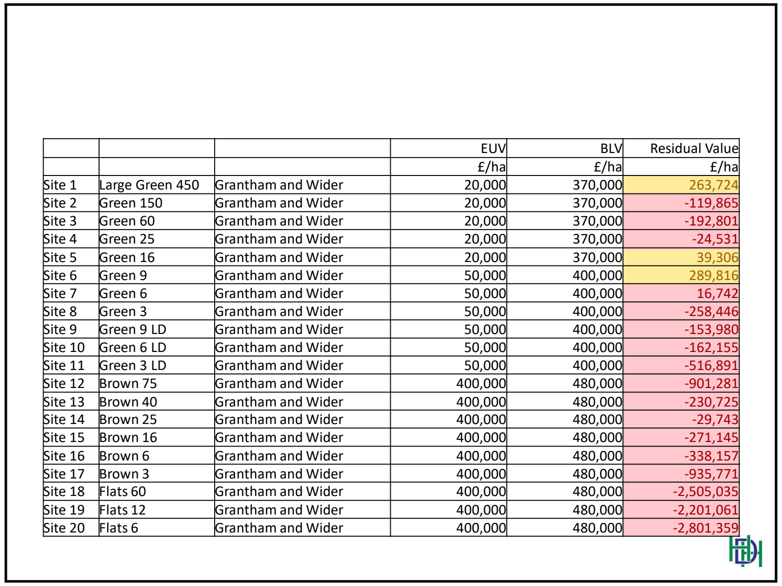
Generally	EUV + £350,000/ha
Strategic Sites?	EUV x10

Very Early Results

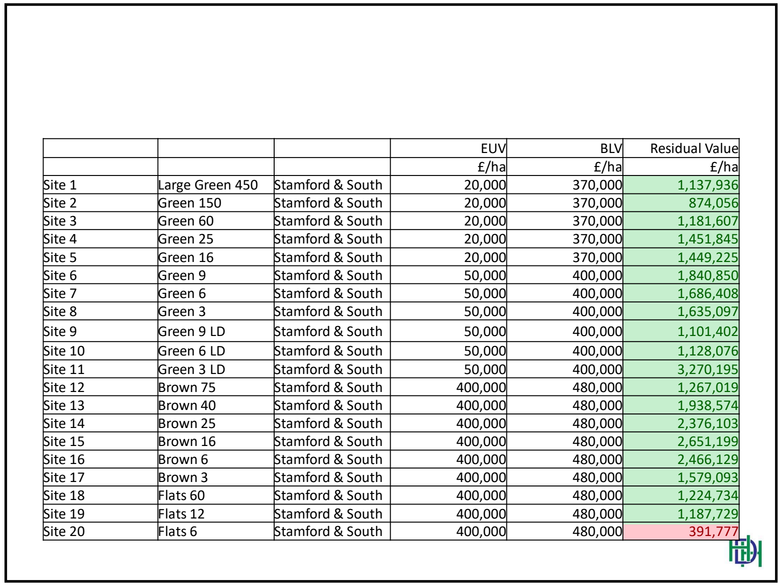
- Subject change to reflect the consultation
- For illustrative purposes only
- Based on 30% affordable

					Area (ha)		Units	Residual Value (£)		
					Gross	Net		Gross ha	Net ha	Site
Site 1	Large Green 450	Grantham and Wider	Green	Agricultural	25.00	15.00	450	263,724	439,540	6,593,105
Site 2	Green 150	Grantham and Wider	Green	Agricultural	8.33	5.00	150	-119,865	-199,775	-998,874
Site 3	Green 60	Grantham and Wider	Green	Agricultural	2.50	2.00	60	-192,801	-241,001	-482,001
Site 4	Green 25	Grantham and Wider	Green	Agricultural	0.88	0.83	25	-24,531	-30,410	-25,342
Site 5	Green 16	Grantham and Wider	Green	Agricultural	0.56	0.53	16	39,306	48,517	25,876
Site 6	Green 9	Grantham and Wider	Green	Paddock	0.32	0.30	9	289,816	305,069	91,521
Site 7	Green 6	Grantham and Wider	Green	Paddock	0.21	0.20	6	16,742	17,623	3,525
Site 8	Green 3	Grantham and Wider	Green	Paddock	0.11	0.10	3	-258,446	-272,048	-27,205
Site 9	Green 9 LD	Grantham and Wider	Green	Paddock	0.47	0.45	9	-153,980	-162,084	-72,938
Site 10	Green 6 LD	Grantham and Wider	Green	Paddock	0.32	0.30	6	-162,155	-170,690	-51,207
Site 11	Green 3 LD	Grantham and Wider	Green	Paddock	0.05	0.05	3	-516,891	-544,096	-27,205
Site 12	Brown 75	Grantham and Wider	Brown	PDL	2.34	1.88	75	-901,281	-1,126,602	-2,112,378
Site 13	Brown 40	Grantham and Wider	Brown	PDL	1.25	1.00	40	-230,725	-288,406	-288,406
Site 14	Brown 25	Grantham and Wider	Brown	PDL	0.69	0.63	25	-29,743	-33,048	-20,655
Site 15	Brown 16	Grantham and Wider	Brown	PDL	0.42	0.40	16	-271,145	-285,416	-114,167
Site 16	Brown 6	Grantham and Wider	Brown	PDL	0.16	0.15	6	-338,157	-355,955	-53,393
Site 17	Brown 3	Grantham and Wider	Brown	PDL	0.08	0.08	3	-935,771	-985,022	-73,877
Site 18	Flats 60	Grantham and Wider	Brown	PDL	0.79	0.75	60	-2,505,035	-2,636,879	-1,977,659
Site 19	Flats 12	Grantham and Wider	Brown	PDL	0.18	0.17	12	-2,201,061	-2,316,907	-397,184
Site 20	Flats 6	Grantham and Wider	Brown	PDL	0.09	0.09	6	-2,801,359	-2,948,799	-252,754

					Area (ha)		Units	Residual Value (£)		
					Gross	Net		Gross ha	Net ha	Site
Site 1	Large Green 450	Stamford & South	Green	Agricultural	25.00	15.00	450	1,137,936	1,896,560	28,448,394
Site 2	Green 150	Stamford & South	Green	Agricultural	8.33	5.00	150	874,056	1,456,759	7,283,796
Site 3	Green 60	Stamford & South	Green	Agricultural	2.50	2.00	60	1,181,607	1,477,009	2,954,017
Site 4	Green 25	Stamford & South	Green	Agricultural	0.88	0.83	25	1,451,845	1,799,840	1,499,866
Site 5	Green 16	Stamford & South	Green	Agricultural	0.56	0.53	16	1,449,225	1,788,823	954,039
Site 6	Green 9	Stamford & South	Green	Paddock	0.32	0.30	9	1,840,850	1,937,737	581,321
Site 7	Green 6	Stamford & South	Green	Paddock	0.21	0.20	6	1,686,408	1,775,167	355,033
Site 8	Green 3	Stamford & South	Green	Paddock	0.11	0.10	3	1,635,097	1,721,155	172,116
Site 9	Green 9 LD	Stamford & South	Green	Paddock	0.47	0.45	9	1,101,402	1,159,371	521,717
Site 10	Green 6 LD	Stamford & South	Green	Paddock	0.32	0.30	6	1,128,076	1,187,449	356,235
Site 11	Green 3 LD	Stamford & South	Green	Paddock	0.05	0.05	3	3,270,195	3,442,310	172,116
Site 12	Brown 75	Stamford & South	Brown	PDL	2.34	1.88	75	1,267,019	1,583,774	2,969,576
Site 13	Brown 40	Stamford & South	Brown	PDL	1.25	1.00	40	1,938,574	2,423,218	2,423,218
Site 14	Brown 25	Stamford & South	Brown	PDL	0.69	0.63	25	2,376,103	2,640,114	1,650,071
Site 15	Brown 16	Stamford & South	Brown	PDL	0.42	0.40	16	2,651,199	2,790,735	1,116,294
Site 16	Brown 6	Stamford & South	Brown	PDL	0.16	0.15	6	2,466,129	2,595,926	389,389
Site 17	Brown 3	Stamford & South	Brown	PDL	0.08	0.08	3	1,579,093	1,662,203	124,665
Site 18	Flats 60	Stamford & South	Brown	PDL	0.79	0.75	60	1,224,734	1,289,194	966,895
Site 19	Flats 12	Stamford & South	Brown	PDL	0.18	0.17	12	1,187,729	1,250,241	214,327
Site 20	Flats 6	Stamford & South	Brown	PDL	0.09	0.09	6	391,777	412,396	35,348



			EUV	BLV	Residual Value
			£/ha	£/ha	£/ha
Site 1	Large Green 450	Grantham and Wider	20,000	370,000	263,724
Site 2	Green 150	Grantham and Wider	20,000	370,000	-119,865
Site 3	Green 60	Grantham and Wider	20,000	370,000	-192,801
Site 4	Green 25	Grantham and Wider	20,000	370,000	-24,531
Site 5	Green 16	Grantham and Wider	20,000	370,000	39,306
Site 6	Green 9	Grantham and Wider	50,000	400,000	289,816
Site 7	Green 6	Grantham and Wider	50,000	400,000	16,742
Site 8	Green 3	Grantham and Wider	50,000	400,000	-258,446
Site 9	Green 9 LD	Grantham and Wider	50,000	400,000	-153,980
Site 10	Green 6 LD	Grantham and Wider	50,000	400,000	-162,155
Site 11	Green 3 LD	Grantham and Wider	50,000	400,000	-516,891
Site 12	Brown 75	Grantham and Wider	400,000	480,000	-901,281
Site 13	Brown 40	Grantham and Wider	400,000	480,000	-230,725
Site 14	Brown 25	Grantham and Wider	400,000	480,000	-29,743
Site 15	Brown 16	Grantham and Wider	400,000	480,000	-271,145
Site 16	Brown 6	Grantham and Wider	400,000	480,000	-338,157
Site 17	Brown 3	Grantham and Wider	400,000	480,000	-935,771
Site 18	Flats 60	Grantham and Wider	400,000	480,000	-2,505,035
Site 19	Flats 12	Grantham and Wider	400,000	480,000	-2,201,061
Site 20	Flats 6	Grantham and Wider	400,000	480,000	-2,801,359



			EUV	BLV	Residual Value
			£/ha	£/ha	£/ha
Site 1	Large Green 450	Stamford & South	20,000	370,000	1,137,936
Site 2	Green 150	Stamford & South	20,000	370,000	874,056
Site 3	Green 60	Stamford & South	20,000	370,000	1,181,607
Site 4	Green 25	Stamford & South	20,000	370,000	1,451,845
Site 5	Green 16	Stamford & South	20,000	370,000	1,449,225
Site 6	Green 9	Stamford & South	50,000	400,000	1,840,850
Site 7	Green 6	Stamford & South	50,000	400,000	1,686,408
Site 8	Green 3	Stamford & South	50,000	400,000	1,635,097
Site 9	Green 9 LD	Stamford & South	50,000	400,000	1,101,402
Site 10	Green 6 LD	Stamford & South	50,000	400,000	1,128,076
Site 11	Green 3 LD	Stamford & South	50,000	400,000	3,270,195
Site 12	Brown 75	Stamford & South	400,000	480,000	1,267,019
Site 13	Brown 40	Stamford & South	400,000	480,000	1,938,574
Site 14	Brown 25	Stamford & South	400,000	480,000	2,376,103
Site 15	Brown 16	Stamford & South	400,000	480,000	2,651,199
Site 16	Brown 6	Stamford & South	400,000	480,000	2,466,129
Site 17	Brown 3	Stamford & South	400,000	480,000	1,579,093
Site 18	Flats 60	Stamford & South	400,000	480,000	1,224,734
Site 19	Flats 12	Stamford & South	400,000	480,000	1,187,729
Site 20	Flats 6	Stamford & South	400,000	480,000	391,777

Scenarios to be tested

- Housing
  - Affordable Housing
  - Overall requirement (up to 30%)
  - Tenure Mix, Social Rent / Affordable Rent / Affordable Home Ownership / First Homes
  - Commuted Sums
  - Accessible and Adaptable Standards
- Biodiversity net gain, over national requirements
- Water Standards
- Climate Change
  - Towards zero carbon (different steps), district heating
- Developer Contributions s106, CIL, Open Space Contributions.
- Relationship between developer contributions and affordable housing
- Custom and self build

Moving Forward

- Circulate presentation
- Circulate rough and ready first draft of report

- Comments by midday:

Friday 28th July 2023

planningpolicy@southkesteven.gov.uk

Appendix 4 – Consultation Questionnaire

The pages in this appendix are not numbered.

Name	
Firm / Developer	
On behalf of	
Site	
Date	

Whole Plan Viability Update – 4th July 2023 Consultation

1. The South Kesteven Local Plan (2011-2036) was adopted in January 2020. Policy M1 of the Local Plan requires the Council to undertake an early review of the Plan, with submission to the Secretary of State for examination by the end of December 2023. HDH Planning & Development Ltd has been appointed to update the Council's viability evidence and produce this Whole Plan Viability Assessment as required by the National Planning Policy Framework (NPPF) and the Planning Practice Guidance (PPG).

2. A pre-consultation draft report has been prepared for comment. It is an early working draft setting out the proposed methodology, modelling and assumptions. It is inevitable that some of these will change as a result of the consultation. This early draft report does not include results or recommendations, these will be included following feedback on the base assumptions – and thus ensure that the analysis is firmly based and robust.

3. This questionnaire is being circulated to landowners, site promoters, developers, housing associations, agents and others involved in the local development markets. Consultees are invited to comment on any aspect of this draft report. This questionnaire has been prepared to facilitate comments, however there is no specific need to use the questionnaire form, or to limit the responses to the particular questions or topics.

4. The pre-consultation draft report sets out the evidence as collated by HDH. It draws on a wide range of sources. It is important that responses submitted through this consultation are supported by evidence. Comments that simply observe a particular assumption is too low or too high are not helpful in establishing the correct assumption. Responses need to be supported by evidence, or alternatively point to sources of evidence that HDH can draw on and use to evidence the changes made in the next iteration of this viability assessment.

5. Please do not feel that you need to comment to all aspects of the report – please comment of those areas where you have expertise. Where there are areas of agreement it is useful for these to be acknowledged.

6. Please return to:

   planningpolicy@southkesteven.gov.uk

   planningpolicy@southkesteven.gov.uk

7. The pre-consultation report is set out in Chapters as follows:

Chapter 1

8. This chapter sets out the context to this report.

9. It is important to note that the HDH is a firm of Chartered Surveyors and is therefore regulated by the RICS. The report is prepared in line with the requirements of *Financial viability in planning: conduct and reporting. 1st edition, May 2019*. It is mandatory for Chartered Surveyors to follow this guidance, including surveyors responding to this consultation.

10. Please provide any comments on the context and scope of the project.

Context
Response.

Chapter 2

11. This chapter sets out the approach to viability testing, including a review of the requirements of the 2021 NPPF and the updated PPG.

12. Please provide any comments on the overall approach taken.

Regulation and Framework.
Response.

Chapter 3

13. This chapter sets out the methodology used.

14. Please provide any comments with regard to the methodology used, including the use of the 'Existing Use Value Plus' approach.

Methodology
Response.

Chapter 4

15. This chapter sets out an assessment of the housing market, including market and affordable housing, with the purpose of establishing the worth of different types of housing in different geographical areas. Please provide any comments on the assumptions proposed, providing evidence to support the comments made:

16. The market housing assumptions are set out in Table 4.9.

Market Housing Values - Typologies
Response.

17. The value assumptions for the Build to Rent sector are set out in paragraph 4.54.

Build to Rent Housing Values
Response.

18. The affordable housing assumptions are set out in paragraphs 4.63, 4.70, 4.71 and 4.74.

Affordable Housing Values
Response.

19. The assumptions for specialist older peoples housing are set out in Table 4.18.

Older Peoples Housing Values
Response.

Chapter 5

20. This chapter includes an assessment of the non-residential market. The assumptions for non-residential uses are set out in Table 5.1. Are these in line with your understanding of the market?

Non-Residential Values
Response.

Chapter 6

21. This chapter includes an assessment of the approach to Existing Use Value and to establishing Benchmark Land Value.

22. The EUV assumptions are set out in Table 6.4. Are these in line with the current market?

EUV Assumptions
Response.

23. The BLV assumptions are set out in Paragraph 6.24. Does the BLV provide an adequate landowner's premium? If not, why not, and what assumption should be used – and why?

BLV Assumptions
Response.

Chapter 7

24. The cost and general development assumptions to be used in the development appraisals are set out through this chapter. Do the assumptions used reflect current development costs in the District?

Construction and Development Costs
Response.

Chapter 8

25. This chapter includes a summary of a range of policy requirements that the Council is considering, together with our understanding of how they are implemented and whether they add to the costs of development. In addition, details of the emerging policy areas are set out.

26. Does this correspond to the working of the policies on the ground?

Current local policy requirements
Response.

27. Are there other emerging areas of national policy that should be taken into account?

Emerging national policy requirements
Response.

Chapter 9

28. The modelling will be based on the expected development to come forward under the Local Plan Review.

29. Do the typologies reflect the expected range of residential development?

Typologies
Response.

30. Do the assumptions (such as gross/net and density) reflect local practice?

Modelling Assumptions
Response.

31. Several non-residential uses have been modelled, do others need to be included?

Non-residential development modelling assumptions
Response.

Chapter 10

32. In due course this chapter will set the results of the appraisals and consideration of residential development.

Chapter 11

33. In due course this chapter will set the results of the appraisals and consideration of residential development.

Chapter 12

34. In due course this chapter will set out the findings and recommendations.

35. It is planned to test the following scenarios:

   a. Housing

      - Affordable Housing
      - Overall requirement
      - Tenure Mix, Social Rent / Affordable Rent / Affordable Home Ownership / First Homes
      - Commuted Sums
      - Accessible and Adaptable Standards

   b. Biodiversity net gain, over national requirements

   c. Water Standards

   d. Climate Change

      - Towards zero carbon (different steps), district heating

   e. Developer Contributions s106, CIL, Open Space Contributions.

   f. Relationship between developer contributions and affordable housing

   g. Custom and self build

36. Should further sensitivity testing be carried out?

Development Scenarios and Sensitivity Testing
Response.

Thank you for your assistance with this consultation. Please return this questionnaire (or other response as per the instructions on Page 1.

Appendix 5 – Consultation Notes

4th July 2023

Jerremy Hoare	In relation to the value of Logistics uses. £2,100 generally too low, however, South Kesteven was not on the M1 so should be considered a lower value area for this use which is very location specific.
John Pearce	It is necessary to consider all the design standards, particularly those that impact on density as the site capacity assumptions may not be achievable.

Appendix 6 – Price Paid Data

2020 – 2023

Newbuild

Row Labels	Detached	Flat	Semi-detached	Terraced	Grand Total
Belmont	1			5	6
Belvoir	56		13		69
Bourne Austerby	56		51	27	134
Bourne West		8			8
Casewick	6				6
Deeping St James	17		11		28
Glen	1				1
Grantham Arnoldfield	31	1	28	2	62
Market & West Deeping	28	5	10		43
Stamford St John's	7		15	14	36
Stamford St Mary's	1				1
Viking	5		1		6
Grand Total	**209**	**14**	**129**	**48**	**400**

Row Labels	Detached	Flat	Semi-detached	Terraced	Grand Total
Belmont	£695,000			£498,000	£530,833
Belvoir	£309,494		£240,673		£296,528
Bourne Austerby	£279,903		£221,365	£205,246	£242,581
Bourne West		£149,188			£149,188
Casewick	£218,483				£218,483
Deeping St James	£343,306		£271,009		£314,904
Glen	£775,000				£775,000
Grantham Arnoldfield	£301,285	£125,000	£227,888	£157,708	£260,663
Market & West Deeping	£297,612	£160,600	£245,996		£269,676
Stamford St John's	£342,171		£306,767	£297,482	£310,040
Stamford St Mary's	£615,000				£615,000
Viking	£559,000		£247,000		£507,000
Grand Total	**£311,490**	**£151,536**	**£240,998**	**£260,662**	**£277,059**

Row Labels	Detached	Flat	Semi-detached	Terraced	Grand Total
Belmont	£2,945			£2,772	£2,801
Belvoir	£2,960		£2,680		£2,908
Bourne Austerby	£2,606		£2,534	£2,491	£2,555
Bourne West		£2,414			£2,414
Casewick	£3,639				£3,639
Deeping St James	£2,844		£2,844		£2,844
Glen	£2,936				£2,936
Grantham Arnoldfield	£2,520	£1,689	£2,378	£2,744	£2,450
Market & West Deeping	£2,931	£2,628	£2,906		£2,890

Stamford St John's	£3,340		£2,702	£2,640	£2,802
Stamford St Mary's	£5,971				£5,971
Viking	£2,821		£2,976		£2,847
Grand Total	**£2,830**	**£2,439**	**£2,593**	**£2,574**	**£2,709**

Existing

Row Labels	**Detached**	**Flat**	**Semi-detached**	**Terraced**	**Grand Total**
Aveland	52		26	9	87
Belmont	100	1	110	24	235
Belvoir	130		31	14	175
Bourne Austerby	178	25	111	117	431
Bourne East	89	21	63	29	202
Bourne West	183	7	51	24	265
Casewick	157	2	58	8	225
Castle	62		15	16	93
Deeping St James	170	8	95	76	349
Dole Wood	71		22	8	101
Glen	74		20	5	99
Grantham Arnoldfield	133	13	70	43	259
Grantham Barrowby Gate	118	3	113	70	304
Grantham Earlesfield	11	2	52	59	124
Grantham Harrowby	36		83	19	138
Grantham Springfield	52	59	67	116	294
Grantham St Vincent's	72	40	81	119	312
Grantham St Wulfram's	91	25	32	78	226
Isaac Newton	112		50	52	214
Lincrest	49		24	6	79
Loveden Heath	66		17	11	94
Market & West Deeping	175	8	73	52	308
Morton	90		31	7	128
Peascliffe & Ridgeway	129	5	72	28	234
Stamford All Saints	70	7	93	69	239
Stamford St George's	34	23	78	131	266
Stamford St John's	111	1	117	31	260
Stamford St Mary's	58	88	55	122	323
Toller	61	5	46	18	130
Viking	172	3	52	20	247
Grand Total	**2,906**	**346**	**1,808**	**1,381**	**6,441**

Row Labels	**Detached**	**Flat**	**Semi-detached**	**Terraced**	**Grand Total**
Aveland	£399,269		£205,008	£209,350	£321,567
Belmont	£265,545	£95,500	£176,662	£152,225	£211,643
Belvoir	£381,373		£256,806	£194,993	£344,396
Bourne Austerby	£288,627	£105,898	£215,105	£191,256	£232,661
Bourne East	£353,911	£161,071	£214,721	£171,793	£264,307
Bourne West	£305,294	£134,714	£245,283	£204,271	£280,090
Casewick	£474,491	£212,000	£279,933	£303,000	£415,908

Castle	£425,040		£219,730	£199,156	£353,063
Deeping St James	£324,680	£142,125	£219,883	£194,539	£263,629
Dole Wood	£426,986		£225,432	£225,750	£367,144
Glen	£508,624		£303,012	£205,599	£451,782
Grantham Arnoldfield	£310,085	£113,500	£206,998	£201,951	£254,404
Grantham Barrowby Gate	£267,591	£77,667	£178,469	£146,463	£204,698
Grantham Earlesfield	£226,500	£63,250	£157,560	£142,578	£155,026
Grantham Harrowby	£333,624		£175,250	£159,447	£214,389
Grantham Springfield	£266,171	£104,686	£176,106	£160,571	£171,574
Grantham St Vincent's	£317,624	£117,504	£208,024	£150,137	£199,632
Grantham St Wulfram's	£306,606	£98,088	£207,511	£168,676	£221,905
Isaac Newton	£352,349		£189,219	£154,269	£266,103
Lincrest	£415,802		£219,475	£276,500	£345,578
Loveden Heath	£440,964		£280,424	£234,795	£387,804
Market & West Deeping	£343,291	£139,000	£230,014	£216,157	£289,672
Morton	£315,511		£196,274	£203,750	£280,521
Peascliffe & Ridgeway	£340,743	£118,000	£206,133	£181,300	£275,486
Stamford All Saints	£485,342	£113,357	£275,713	£250,609	£325,108
Stamford St George's	£442,044	£138,717	£295,030	£284,171	£294,958
Stamford St John's	£454,716	£176,000	£297,722	£325,660	£367,609
Stamford St Mary's	£651,138	£189,348	£413,742	£419,756	£397,507
Toller	£338,902	£104,000	£198,148	£219,556	£263,537
Viking	£411,082	£140,667	£238,394	£206,325	£354,863
Grand Total	**£365,298**	**£136,590**	**£227,727**	**£215,565**	**£282,292**

Row Labels	**Detached**	**Flat**	**Semi-detached**	**Terraced**	**Grand Total**
Aveland	£2,382		£2,289	£2,290	£2,344
Belmont	£2,604	£2,513	£2,451	£2,248	£2,487
Belvoir	£2,733		£2,662	£2,475	£2,702
Bourne Austerby	£2,675	£2,029	£2,621	£2,331	£2,530
Bourne East	£2,874	£2,610	£2,282	£2,197	£2,562
Bourne West	£2,994	£2,033	£2,521	£2,340	£2,799
Casewick	£3,076	£4,563	£3,031	£3,101	£3,072
Castle	£2,677		£2,372	£2,246	£2,554
Deeping St James	£2,871	£2,644	£2,836	£2,827	£2,847
Dole Wood	£2,798		£2,696	£2,432	£2,747
Glen	£3,082		£3,001	£2,295	£3,047
Grantham Arnoldfield	£2,507	£1,743	£2,397	£2,185	£2,384
Grantham Barrowby Gate	£2,787	£1,764	£2,447	£1,910	£2,439
Grantham Earlesfield	£2,145	£1,757	£1,871	£1,652	£1,794
Grantham Harrowby	£2,470		£1,958	£1,886	£2,080
Grantham Springfield	£2,212	£1,892	£2,004	£1,868	£1,960
Grantham St Vincent's	£2,341	£2,085	£2,213	£1,710	£2,031
Grantham St Wulfram's	£2,677	£1,679	£2,317	£1,682	£2,154
Isaac Newton	£2,559		£2,401	£2,061	£2,401
Lincrest	£2,838		£2,351	£2,162	£2,645
Loveden Heath	£2,779		£2,670	£2,572	£2,731
Market & West Deeping	£2,931	£2,246	£2,743	£2,824	£2,852
Morton	£2,681		£2,644	£2,297	£2,648

Peascliffe & Ridgeway	£2,652	£2,196	£2,357	£2,220	£2,499
Stamford All Saints	£3,840	£2,408	£3,164	£2,938	£3,271
Stamford St George's	£3,524	£2,540	£3,115	£3,252	£3,188
Stamford St John's	£3,748	£3,911	£3,475	£3,468	£3,595
Stamford St Mary's	£4,255	£3,212	£3,616	£3,948	£3,742
Toller	£2,517	£1,662	£2,187	£2,016	£2,297
Viking	£2,593	£2,260	£2,384	£2,387	£2,528
Grand Total	**£2,843**	**£2,393**	**£2,601**	**£2,455**	**£2,666**

2020

Newbuild

Row Labels	**Detached**	**Flat**	**Semi-detached**	**Terraced**	**Grand Total**
Belvoir	12		8		20
Bourne Austerby	30		20	11	61
Bourne West		5			5
Casewick	5				5
Deeping St James	1				1
Grantham Arnoldfield	26		20	2	48
Market & West Deeping	21	4	10		35
Stamford St John's	5		11	6	22
Stamford St Mary's	1				1
Viking			1		1
Grand Total	**101**	**9**	**70**	**19**	**199**

Row Labels	**Detached**	**Flat**	**Semi-detached**	**Terraced**	**Grand Total**
Belvoir	£291,245		£230,371		£266,896
Bourne Austerby	£277,328		£215,595	£195,814	£242,389
Bourne West		£152,500			£152,500
Casewick	£219,179				£219,179
Deeping St James	£420,000				£420,000
Grantham Arnoldfield	£304,264		£216,845	£157,708	£261,733
Market & West Deeping	£292,674	£163,750	£245,996		£264,603
Stamford St John's	£338,000		£297,409	£291,667	£305,068
Stamford St Mary's	£615,000				£615,000
Viking			£247,000		£247,000
Grand Total	**£293,987**	**£157,500**	**£235,289**	**£222,072**	**£260,301**

Row Labels	**Detached**	**Flat**	**Semi-detached**	**Terraced**	**Grand Total**
Belvoir	£2,660		£2,544		£2,613
Bourne Austerby	£2,656		£2,571	£2,539	£2,607
Bourne West		£2,424			£2,424
Casewick	£3,695				£3,695
Deeping St James	£2,658				£2,658
Grantham Arnoldfield	£2,502		£2,397	£2,744	£2,468

Market & West Deeping	£2,989	£2,756	£2,906		£2,939
Stamford St John's	£3,386		£2,708	£2,619	£2,838
Stamford St Mary's	£5,971				£5,971
Viking			£2,976		£2,976
Grand Total	**£2,807**	**£2,572**	**£2,593**	**£2,586**	**£2,700**

Existing

Row Labels	**Detached**	**Flat**	**Semi-detached**	**Terraced**	**Grand Total**
Aveland	14		6	1	21
Belmont	31		26	6	63
Belvoir	39		7	4	50
Bourne Austerby	42	6	24	31	103
Bourne East	20	4	23	12	59
Bourne West	55	2	13	4	74
Casewick	38	1	13		52
Castle	14		5	7	26
Deeping St James	48	2	18	18	86
Dole Wood	16		6	2	24
Glen	19		2	1	22
Grantham Arnoldfield	44	4	16	10	74
Grantham Barrowby Gate	27	1	34	24	86
Grantham Earlesfield	2		16	15	33
Grantham Harrowby	14		16	1	31
Grantham Springfield	15	7	21	22	65
Grantham St Vincent's	21	5	18	18	62
Grantham St Wulfram's	21	6	9	19	55
Isaac Newton	29		12	12	53
Lincrest	15		5	1	21
Loveden Heath	24		4	3	31
Market & West Deeping	48	2	19	13	82
Morton	27		6	5	38
Peascliffe & Ridgeway	39	2	18	7	66
Stamford All Saints	20	4	36	16	76
Stamford St George's	8	6	24	27	65
Stamford St John's	23	1	29	8	61
Stamford St Mary's	9	19	16	28	72
Toller	17		11	7	35
Viking	51		17	8	76
Grand Total	**790**	**72**	**470**	**330**	**1,662**

Row Labels	**Detached**	**Flat**	**Semi-detached**	**Terraced**	**Grand Total**
Aveland	£340,464		£176,000	£210,000	£287,262
Belmont	£244,248		£153,240	£137,992	£196,570
Belvoir	£351,167		£206,357	£166,725	£316,138
Bourne Austerby	£270,143	£93,333	£196,292	£178,021	£214,909
Bourne East	£320,075	£149,750	£220,911	£146,625	£234,592
Bourne West	£282,090	£92,000	£272,500	£181,375	£269,824

Casewick	£472,854	£205,000	£254,804		£413,190
Castle	£435,286		£151,500	£223,500	£323,692
Deeping St James	£296,620	£116,500	£195,833	£186,969	£248,386
Dole Wood	£436,438		£219,500	£236,000	£365,500
Glen	£466,658		£313,500	£115,000	£436,750
Grantham Arnoldfield	£268,648	£118,500	£200,501	£163,495	£231,587
Grantham Barrowby Gate	£242,978	£122,000	£162,282	£115,498	£174,092
Grantham Earlesfield	£195,000		£159,750	£132,367	£149,439
Grantham Harrowby	£314,536		£164,038	£115,000	£230,423
Grantham Springfield	£238,163	£102,000	£169,693	£156,886	£173,869
Grantham St Vincent's	£278,355	£134,400	£192,028	£139,717	£201,433
Grantham St Wulfram's	£268,119	£92,500	£175,661	£156,724	£195,349
Isaac Newton	£344,741		£160,788	£153,083	£259,697
Lincrest	£409,967		£242,900	£278,000	£363,905
Loveden Heath	£373,508		£220,625	£200,580	£337,046
Market & West Deeping	£318,530	£125,250	£206,789	£194,923	£268,329
Morton	£301,185		£160,833	£206,250	£266,533
Peascliffe & Ridgeway	£332,435	£120,000	£182,960	£159,143	£266,852
Stamford All Saints	£482,250	£115,375	£240,061	£228,313	£294,759
Stamford St George's	£386,125	£154,917	£270,276	£251,190	£265,957
Stamford St John's	£403,239	£176,000	£260,966	£254,250	£312,336
Stamford St Mary's	£436,166	£172,724	£551,625	£426,607	£388,587
Toller	£333,941		£202,309	£215,000	£268,783
Viking	£352,029		£225,206	£201,563	£307,822
Grand Total	**£332,571**	**£134,128**	**£216,289**	**£198,802**	**£264,530**

Row Labels	**Detached**	**Flat**	**Semi-detached**	**Terraced**	**Grand Total**
Aveland	£1,897		£2,425	£2,019	£2,070
Belmont	£2,248		£2,217	£2,083	£2,217
Belvoir	£2,513		£2,359	£2,393	£2,486
Bourne Austerby	£2,496	£1,795	£2,383	£2,193	£2,341
Bourne East	£2,716	£2,707	£2,155	£2,130	£2,375
Bourne West	£2,656	£1,666	£2,113	£1,955	£2,465
Casewick	£2,802		£2,862		£2,819
Castle	£2,415		£1,904	£1,779	£2,154
Deeping St James	£2,624	£2,368	£2,631	£2,719	£2,639
Dole Wood	£2,481		£2,265	£1,962	£2,375
Glen	£2,760		£2,963	£2,447	£2,765
Grantham Arnoldfield	£2,187	£1,738	£2,261	£2,049	£2,158
Grantham Barrowby Gate	£2,363	£1,877	£2,271	£1,703	£2,137
Grantham Earlesfield	£2,179		£1,708	£1,626	£1,710
Grantham Harrowby	£2,342		£1,847	£1,742	£2,056
Grantham Springfield	£1,858	£2,003	£1,913	£1,757	£1,859
Grantham St Vincent's	£2,131	£2,213	£2,076	£1,586	£1,964
Grantham St Wulfram's	£2,414	£1,645	£2,030	£1,579	£1,917
Isaac Newton	£2,260		£1,958	£2,138	£2,174
Lincrest	£2,264		£1,919	£2,138	£2,166
Loveden Heath	£2,536		£2,626	£2,448	£2,540
Market & West Deeping	£2,778	£2,011	£2,440	£2,480	£2,642

Morton	£2,307		£2,058	£2,129	£2,230
Peascliffe & Ridgeway	£2,455	£1,722	£2,238	£2,069	£2,338
Stamford All Saints	£3,565	£2,590	£2,891	£2,703	£2,996
Stamford St George's	£3,134	£2,408	£2,923	£2,999	£2,927
Stamford St John's	£3,268	£3,911	£3,124	£3,274	£3,211
Stamford St Mary's	£3,941	£3,335	£3,673	£3,869	£3,675
Toller	£2,330		£2,115	£1,914	£2,182
Viking	£2,389		£2,195	£2,385	£2,344
Grand Total	**£2,536**	**£2,489**	**£2,406**	**£2,298**	**£2,448**

2021

Newbuild

Row Labels	**Detached**	**Flat**	**Semi-detached**	**Terraced**	**Grand Total**
Belmont				4	4
Belvoir	35		3		38
Bourne Austerby	26		30	15	71
Bourne West		3			3
Casewick	1				1
Deeping St James	16		11		27
Glen	1				1
Grantham Arnoldfield	5	1	8		14
Market & West Deeping	7	1			8
Stamford St John's	2		4	8	14
Viking	4				4
Grand Total	**97**	**5**	**56**	**27**	**185**

Row Labels	**Detached**	**Flat**	**Semi-detached**	**Terraced**	**Grand Total**
Belmont				£460,000	£460,000
Belvoir	£310,653		£253,995		£306,180
Bourne Austerby	£282,874		£223,491	£210,179	£242,424
Bourne West		£143,667			£143,667
Casewick	£215,000				£215,000
Deeping St James	£338,513		£271,009		£311,011
Glen	£775,000				£775,000
Grantham Arnoldfield	£285,796	£125,000	£255,496		£256,996
Market & West Deeping	£312,424	£148,000			£291,871
Stamford St John's	£352,600		£332,500	£301,844	£317,854
Viking	£533,750				£533,750
Grand Total	**£320,515**	**£140,800**	**£246,818**	**£274,349**	**£286,612**

Row Labels	**Detached**	**Flat**	**Semi-detached**	**Terraced**	**Grand Total**
Belmont				£2,813	£2,813
Belvoir	£3,001		£2,728		£2,979
Bourne Austerby	£2,548		£2,508	£2,478	£2,516

Bourne West		£2,397			£2,397
Casewick	£3,359				£3,359
Deeping St James	£2,855		£2,844		£2,851
Glen	£2,936				£2,936
Grantham Arnoldfield	£2,615	£1,689	£2,333		£2,388
Market & West Deeping	£2,759	£2,114			£2,678
Stamford St John's	£3,223		£2,685	£2,656	£2,745
Viking	£2,765				£2,765
Grand Total	**£2,816**	**£2,199**	**£2,574**	**£2,580**	**£2,691**

Existing

Row Labels	**Detached**	**Flat**	**Semi-detached**	**Terraced**	**Grand Total**
Aveland	26		7	3	36
Belmont	36	1	50	10	97
Belvoir	58		13	6	77
Bourne Austerby	74	11	47	40	172
Bourne East	43	9	21	7	80
Bourne West	72	3	17	9	101
Casewick	65		23	6	94
Castle	33		4	3	40
Deeping St James	71	4	39	25	139
Dole Wood	34		9	2	45
Glen	30		7	3	40
Grantham Arnoldfield	53	7	33	19	112
Grantham Barrowby Gate	61	1	47	21	130
Grantham Earlesfield	7		23	25	55
Grantham Harrowby	14		38	13	65
Grantham Springfield	21	26	34	48	129
Grantham St Vincent's	26	19	32	42	119
Grantham St Wulfram's	36	9	16	32	93
Isaac Newton	45		14	26	85
Lincrest	19		14	4	37
Loveden Heath	25		7	5	37
Market & West Deeping	80	5	27	24	136
Morton	40		7		47
Peascliffe & Ridgeway	50	1	26	12	89
Stamford All Saints	25	1	30	26	82
Stamford St George's	11	5	28	50	94
Stamford St John's	53		47	12	112
Stamford St Mary's	30	30	26	49	135
Toller	28	1	19	5	53
Viking	75	1	21	8	105
Grand Total	**1,241**	**134**	**726**	**535**	**2,636**

Row Labels	**Detached**	**Flat**	**Semi-detached**	**Terraced**	**Grand Total**
Aveland	£416,942		£194,929	£186,333	£354,556
Belmont	£260,654	£95,500	£183,232	£148,645	£207,496
Belvoir	£403,088		£262,000	£245,833	£367,014
Bourne Austerby	£277,175	£102,682	£215,898	£188,585	£228,669

Bourne East	£359,293	£153,611	£206,881	£177,929	£280,276
Bourne West	£295,096	£146,333	£218,441	£205,167	£269,762
Casewick	£447,165		£294,745	£280,667	£399,244
Castle	£410,591		£230,613	£176,333	£375,024
Deeping St James	£342,246	£142,750	£199,909	£187,780	£268,787
Dole Wood	£380,809		£217,444	£159,500	£338,300
Glen	£463,890		£351,871	£204,332	£424,820
Grantham Arnoldfield	£297,960	£107,357	£187,902	£195,392	£236,220
Grantham Barrowby Gate	£264,560	£60,000	£178,786	£148,590	£213,242
Grantham Earlesfield	£220,929		£150,387	£138,904	£154,145
Grantham Harrowby	£341,532		£175,974	£166,115	£209,661
Grantham Springfield	£265,236	£99,887	£172,413	£153,733	£165,955
Grantham St Vincent's	£303,190	£107,667	£199,391	£151,740	£190,607
Grantham St Wulfram's	£301,090	£91,478	£222,341	£180,063	£225,613
Isaac Newton	£344,089		£188,250	£140,865	£256,259
Lincrest	£421,292		£203,925	£308,750	£326,878
Loveden Heath	£424,918		£230,314	£204,800	£358,355
Market & West Deeping	£333,293	£135,800	£221,611	£224,506	£284,662
Morton	£303,599		£178,856		£285,020
Peascliffe & Ridgeway	£315,183	£170,000	£199,519	£189,283	£262,787
Stamford All Saints	£444,643	£79,000	£268,704	£254,846	£315,636
Stamford St George's	£422,500	£100,900	£272,321	£274,726	£282,056
Stamford St John's	£427,905		£298,972	£379,042	£368,564
Stamford St Mary's	£737,377	£178,467	£368,607	£456,036	£440,036
Toller	£324,643	£58,000	£205,155	£240,200	£268,810
Viking	£427,449	£150,000	£233,357	£196,063	£368,358
Grand Total	**£360,621**	**£126,041**	**£220,731**	**£219,779**	**£281,583**

Row Labels	**Detached**	**Flat**	**Semi-detached**	**Terraced**	**Grand Total**
Aveland	£2,417		£1,912	£1,976	£2,285
Belmont	£2,547	£2,513	£2,348	£2,081	£2,389
Belvoir	£2,789		£2,491	£2,754	£2,736
Bourne Austerby	£2,633	£2,006	£2,507	£2,175	£2,447
Bourne East	£2,758	£2,450	£2,197	£2,176	£2,524
Bourne West	£2,944	£2,429	£2,468	£2,485	£2,799
Casewick	£2,974		£3,011	£2,820	£2,975
Castle	£2,625		£2,680	£2,406	£2,613
Deeping St James	£2,803	£2,687	£2,826	£2,807	£2,806
Dole Wood	£2,693		£2,573	£2,448	£2,665
Glen	£3,160		£3,063		£3,142
Grantham Arnoldfield	£2,407	£1,751	£2,310	£2,113	£2,290
Grantham Barrowby Gate	£2,741	£1,714	£2,372	£1,875	£2,440
Grantham Earlesfield	£2,138		£1,846	£1,607	£1,774
Grantham Harrowby	£2,563		£1,902	£1,842	£2,032
Grantham Springfield	£2,140	£1,855	£2,020	£1,747	£1,902
Grantham St Vincent's	£2,203	£1,938	£2,034	£1,722	£1,934
Grantham St Wulfram's	£2,591	£1,573	£2,222	£1,673	£2,101
Isaac Newton	£2,532		£2,469	£1,838	£2,302
Lincrest	£2,938		£2,423	£2,312	£2,698

Loveden Heath	£2,831		£2,174	£2,547	£2,668
Market & West Deeping	£2,854	£2,256	£2,699	£2,738	£2,781
Morton	£2,651		£2,729		£2,664
Peascliffe & Ridgeway	£2,568		£2,354	£2,177	£2,446
Stamford All Saints	£3,827	£2,633	£3,161	£2,679	£3,202
Stamford St George's	£3,423	£1,910	£2,945	£3,060	£3,036
Stamford St John's	£3,590		£3,286	£3,438	£3,453
Stamford St Mary's	£4,074	£2,955	£3,591	£3,928	£3,681
Toller	£2,394	£1,657	£2,136	£1,891	£2,224
Viking	£2,532	£2,459	£2,333	£2,299	£2,478
Grand Total	**£2,796**	**£2,217**	**£2,508**	**£2,371**	**£2,601**

2022

Newbuild

Row Labels	Detached	Semi-detached	Terraced	Grand Total
Belmont	1		1	2
Belvoir	9	2		11
Bourne Austerby		1	1	2
Viking	1			1
Grand Total	**11**	**3**	**2**	**16**

Row Labels	Detached	Semi-detached	Terraced	Grand Total
Belmont	£695,000		£650,000	£672,500
Belvoir	£329,318	£261,900		£317,060
Bourne Austerby		£273,000	£235,000	£254,000
Viking	£660,000			£660,000
Grand Total	**£392,624**	**£265,600**	**£442,500**	**£375,041**

Row Labels	Detached	Semi-detached	Terraced	Grand Total
Belmont	£2,945		£2,610	£2,778
Belvoir	£3,205	£3,155		£3,196
Bourne Austerby		£2,551	£2,156	£2,354
Viking	£3,041			£3,041
Grand Total	**£3,166**	**£2,954**	**£2,383**	**£3,029**

Existing

Row Labels	Detached	Flat	Semi-detached	Terraced	Grand Total
Aveland	9		13	5	27
Belmont	28		32	6	66
Belvoir	29		10	4	43
Bourne Austerby	56	5	34	40	135

Bourne East	23	7	14	9	53
Bourne West	47	2	18	9	76
Casewick	41	1	19	2	63
Castle	13		5	3	21
Deeping St James	45	2	32	27	106
Dole Wood	20		6	3	29
Glen	24		8	1	33
Grantham Arnoldfield	32	2	21	13	68
Grantham Barrowby Gate	25	1	26	24	76
Grantham Earlesfield	2	2	11	15	30
Grantham Harrowby	7		24	4	35
Grantham Springfield	12	22	11	39	84
Grantham St Vincent's	21	12	29	53	115
Grantham St Wulfram's	31	9	6	21	67
Isaac Newton	33		19	12	64
Lincrest	13		4		17
Loveden Heath	16		4	3	23
Market & West Deeping	40	1	20	9	70
Morton	18		16	2	36
Peascliffe & Ridgeway	35	2	23	7	67
Stamford All Saints	20	2	23	23	68
Stamford St George's	15	11	23	46	95
Stamford St John's	27		37	11	75
Stamford St Mary's	16	32	11	39	98
Toller	12	4	15	6	37
Viking	44	2	11	4	61
Grand Total	**754**	**119**	**525**	**440**	**1,838**

Row Labels	Detached	Flat	Semi-detached	Terraced	Grand Total
Aveland	£396,667		£223,823	£223,030	£281,291
Belmont	£291,500		£186,467	£170,333	£229,560
Belvoir	£375,650		£277,300	£147,000	£331,508
Bourne Austerby	£318,017	£122,200	£223,425	£203,700	£253,070
Bourne East	£359,000	£179,428	£214,035	£205,222	£270,877
Bourne West	£327,979	£160,000	£257,553	£216,278	£293,651
Casewick	£478,682	£219,000	£282,658	£370,000	£411,991
Castle	£463,573		£295,500	£155,833	£379,593
Deeping St James	£325,621	£166,500	£257,622	£201,722	£270,532
Dole Wood	£493,025		£239,667	£295,000	£420,121
Glen	£602,292		£283,142	£300,000	£515,762
Grantham Arnoldfield	£379,498	£125,000	£241,957	£243,385	£303,515
Grantham Barrowby Gate	£296,888	£51,000	£194,404	£174,919	£220,076
Grantham Earlesfield	£277,500	£63,250	£166,384	£151,100	£159,274
Grantham Harrowby	£353,357		£178,318	£147,500	£209,803
Grantham Springfield	£283,625	£111,543	£194,682	£169,808	£174,065
Grantham St Vincent's	£359,548	£126,041	£228,947	£154,665	£207,823
Grantham St Wulfram's	£342,577	£109,656	£207,325	£156,690	£240,914
Isaac Newton	£380,639		£208,921	£176,958	£291,470
Lincrest	£421,865		£219,500		£374,250

Loveden Heath	£563,531		£421,875	£319,000	£507,000
Market & West Deeping	£384,461	£182,500	£259,451	£215,222	£324,100
Morton	£375,694		£221,219	£197,500	£297,139
Peascliffe & Ridgeway	£387,262	£90,000	£222,742	£154,714	£297,616
Stamford All Saints	£543,043	£126,500	£319,043	£259,152	£359,005
Stamford St George's	£486,200	£151,045	£339,402	£308,391	£325,755
Stamford St John's	£483,778		£325,236	£319,359	£381,449
Stamford St Mary's	£625,105	£199,450	£321,995	£355,487	£344,796
Toller	£398,833	£115,500	£188,763	£207,667	£252,039
Viking	£457,020	£136,000	£266,136	£236,375	£397,605
Grand Total	**£400,220**	**£147,170**	**£245,351**	**£220,557**	**£296,590**

Row Labels	**Detached**	**Flat**	**Semi-detached**	**Terraced**	**Grand Total**
Aveland	£2,840		£2,448	£2,533	£2,603
Belmont	£2,996		£2,763	£2,519	£2,824
Belvoir	£2,947		£3,048	£2,166	£2,890
Bourne Austerby	£2,844	£2,061	£2,889	£2,550	£2,744
Bourne East	£3,184	£2,812	£2,514	£2,376	£2,806
Bourne West	£3,423	£1,807	£2,802	£2,392	£3,074
Casewick	£3,261	£4,563	£3,056	£3,663	£3,234
Castle	£2,987		£2,594	£2,278	£2,792
Deeping St James	£3,227	£2,832	£2,924	£2,873	£3,036
Dole Wood	£3,218		£3,180	£2,923	£3,178
Glen	£3,169		£3,037	£2,143	£3,107
Grantham Arnoldfield	£2,966	£1,724	£2,669	£2,374	£2,732
Grantham Barrowby Gate	£3,241	£1,700	£2,611	£2,088	£2,641
Grantham Earlesfield	£2,132	£1,757	£2,072	£1,685	£1,868
Grantham Harrowby	£2,559		£2,053	£1,966	£2,152
Grantham Springfield	£2,570	£1,871	£2,111	£2,009	£2,054
Grantham St Vincent's	£2,492	£2,282	£2,400	£1,744	£2,101
Grantham St Wulfram's	£2,854	£1,830	£2,956	£1,728	£2,384
Isaac Newton	£2,842		£2,483	£2,308	£2,625
Lincrest	£3,214		£2,540		£3,056
Loveden Heath	£2,990		£3,318	£2,737	£3,017
Market & West Deeping	£3,195	£2,433	£2,857	£3,170	£3,080
Morton	£3,178		£2,823	£2,718	£2,989
Peascliffe & Ridgeway	£2,930	£2,432	£2,432	£2,463	£2,696
Stamford All Saints	£3,965	£1,933	£3,630	£3,328	£3,582
Stamford St George's	£3,828	£2,799	£3,372	£3,571	£3,469
Stamford St John's	£4,217		£3,978	£3,620	£4,004
Stamford St Mary's	£4,667	£3,302	£3,709	£3,924	£3,823
Toller	£2,925	£1,663	£2,325	£2,243	£2,467
Viking	£2,932	£2,160	£2,660	£2,545	£2,824
Grand Total	**£3,151**	**£2,494**	**£2,842**	**£2,608**	**£2,888**

2023

Newbuild

No Data

Existing

Row Labels	**Detached**	**Flat**	**Semi-detached**	**Terraced**	**Grand Total**
Aveland	3				3
Belmont	5		2	2	9
Belvoir	4		1		5
Bourne Austerby	6	3	6	6	21
Bourne East	3	1	5	1	10
Bourne West	9		3	2	14
Casewick	13		3		16
Castle	2		1	3	6
Deeping St James	6		6	6	18
Dole Wood	1		1	1	3
Glen	1		3		4
Grantham Arnoldfield	4			1	5
Grantham Barrowby Gate	5		6	1	12
Grantham Earlesfield			2	4	6
Grantham Harrowby	1		5	1	7
Grantham Springfield	4	4	1	7	16
Grantham St Vincent's	4	4	2	6	16
Grantham St Wulfram's	3	1	1	6	11
Isaac Newton	5		5	2	12
Lincrest	2		1	1	4
Loveden Heath	1		2		3
Market & West Deeping	7		7	6	20
Morton	5		2		7
Peascliffe & Ridgeway	5		5	2	12
Stamford All Saints	5		4	4	13
Stamford St George's		1	3	8	12
Stamford St John's	8		4		12
Stamford St Mary's	3	7	2	6	18
Toller	4		1		5
Viking	2		3		5
Grand Total	**121**	**21**	**87**	**76**	**305**

Row Labels	**Detached**	**Flat**	**Semi-detached**	**Terraced**	**Grand Total**
Aveland	£528,333				£528,333
Belmont	£287,450		£160,000	£158,500	£230,472
Belvoir	£402,500		£337,500		£389,500
Bourne Austerby	£284,958	£115,650	£237,000	£194,492	£221,221
Bourne East	£463,333	£145,000	£221,100	£130,000	£277,050

Bourne West	£410,211		£205,833	£192,000	£335,243
Casewick	£602,692		£258,000		£538,063
Castle	£341,250		£138,500	£208,500	£241,083
Deeping St James	£334,250		£220,583	£213,083	£255,972
Dole Wood	£525,000		£247,500	£130,000	£300,833
Glen	£400,000		£235,000		£276,250
Grantham Arnoldfield	£371,250			£172,500	£331,500
Grantham Barrowby Gate	£291,000		£198,658	£162,000	£234,079
Grantham Earlesfield			£174,000	£171,875	£172,583
Grantham Harrowby	£352,000		£190,900	£165,000	£210,214
Grantham Springfield	£323,750	£102,875	£232,000	£167,571	£194,469
Grantham St Vincent's	£397,500	£117,500	£186,748	£130,167	£200,906
Grantham St Wulfram's	£270,500	£87,000	£258,000	£187,750	£207,545
Isaac Newton	£284,100		£185,300	£199,500	£228,833
Lincrest	£368,000		£319,950	£146,000	£300,488
Loveden Heath	£500,000		£292,500		£361,667
Market & West Deeping	£392,071		£241,357	£230,167	£290,750
Morton	£271,500		£164,000		£240,786
Peascliffe & Ridgeway	£335,500		£247,550	£304,000	£293,604
Stamford All Saints	£470,400		£400,000	£263,125	£384,962
Stamford St George's		£95,000	£364,817	£315,250	£309,288
Stamford St John's	£682,250		£295,000		£553,167
Stamford St Mary's	£572,500	£234,929	£402,050	£509,250	£401,200
Toller	£280,000		£160,000		£256,000
Viking	£292,500		£246,667		£265,000
Grand Total	**£409,330**	**£152,379**	**£241,542**	**£229,782**	**£299,038**

Row Labels	**Detached**	**Flat**	**Semi-detached**	**Terraced**	**Grand Total**
Aveland	£2,550				£2,550
Belmont	£2,931		£2,814	£2,686	£2,841
Belvoir	£2,468		£3,041		£2,582
Bourne Austerby	£2,805	£2,385	£2,853	£2,644	£2,706
Bourne East	£3,442	£2,197	£2,520	£1,688	£2,681
Bourne West	£3,161		£3,007	£2,301	£2,993
Casewick	£3,718		£3,738		£3,722
Castle	£2,984			£2,835	£2,895
Deeping St James	£2,874		£3,035	£3,005	£2,968
Dole Wood	£2,354		£3,257	£1,884	£2,498
Glen	£3,883		£2,833		£3,095
Grantham Arnoldfield	£3,233			£2,430	£3,032
Grantham Barrowby Gate	£3,105		£3,412	£3,057	£3,240
Grantham Earlesfield			£2,125	£1,928	£2,007
Grantham Harrowby	£2,173		£2,235	£2,357	£2,244
Grantham Springfield	£2,719	£2,057	£2,275	£2,149	£2,285
Grantham St Vincent's	£3,355	£2,184	£3,349	£1,683	£2,434
Grantham St Wulfram's	£2,943	£1,642	£2,304	£1,865	£2,179
Isaac Newton	£2,680		£2,746	£3,127	£2,751
Lincrest	£3,165		£2,963	£1,587	£2,720
Loveden Heath	£3,546		£2,949		£3,148

Market & West Deeping	£3,371		£3,283	£3,427	£3,357
Morton	£2,841		£2,765		£2,816
Peascliffe & Ridgeway	£2,966		£2,449	£2,257	£2,632
Stamford All Saints	£4,322		£3,251	£3,374	£3,700
Stamford St George's		£2,262	£3,913	£3,515	£3,510
Stamford St John's	£4,508		£3,459		£4,298
Stamford St Mary's	£5,099	£3,505	£3,005	£4,517	£3,991
Toller	£2,625		£1,928		£2,485
Viking	£2,534		£2,832		£2,683
Grand Total	**£3,252**	**£2,607**	**£2,938**	**£2,771**	**£2,997**

Appendix 7 – Newbuild Asking Prices

Agent	Development	Address	Address	Postcode	Name	No Beds	Type	M2	6-2023 £	6-2023 £/m2	1-2024 £	1-2024 £/m2
Bellway	The Willows	Wilsford Lane	Ancaster	NG32 3PS	Thespian	3	Detached	83	£254,995	£3,072	£244,995	£2,952
Bellway	The Willows	Wilsford Lane	Ancaster	NG32 3PS	Quilter	3	Detached	83	£269,995	£3,253	£269,995	£3,253
Bellway	The Willows	Wilsford Lane	Ancaster	NG32 3PS	Scrivener	4	Detached	122	£324,995	£2,664	£324,995	£2,664
Bellway	The Willows	Wilsford Lane	Ancaster	NG32 3PS	Sculptor	4	Detached	112	£339,995	£3,036		
Bellway	Abbey View	Newton Abbot Way	Bourne	PE10 0ZA	Joiner	2	Semi-detached	61	£209,950	£3,442	£197,950	£3,245
Bellway	Abbey View	Newton Abbot Way	Bourne	PE10 0ZA	Joiner	2	Semi-detached	61	£204,950	£3,360	£199,950	£3,278
Bellway	Abbey View	Newton Abbot Way	Bourne	PE10 0ZA	Tailor	3	Semi-detached	72	£222,950	£3,097		
Bellway	Abbey View	Newton Abbot Way	Bourne	PE10 0ZA	Tailor	3	Semi-detached	72	£226,950	£3,152		
Bellway	Abbey View	Newton Abbot Way	Bourne	PE10 0ZA	Chandler	3	Semi-detached	92	£262,950	£2,858	£249,950	£2,717
Bellway	Abbey View	Newton Abbot Way	Bourne	PE10 0ZA	Chandler	3	Semi-detached	92	£262,950	£2,858		
Bellway	Abbey View	Newton Abbot Way	Bourne	PE10 0ZA	Thespian	3	Detached	83	£272,950	£3,289	£257,950	£3,108
Bellway	Abbey View	Newton Abbot Way	Bourne	PE10 0ZA	Quilter	3	Detached	114	£287,950	£2,526		
Bellway	Abbey View	Newton Abbot Way	Bourne	PE10 0ZA	Mason	3	Semi-detached	104	£292,950	£2,817	£269,950	£2,596
Bellway	Abbey View	Newton Abbot Way	Bourne	PE10 0ZA	Mason	3	Semi-detached	104	£292,950	£2,817	£269,950	£2,596
Bellway	Abbey View	Newton Abbot Way	Bourne	PE10 0ZA	Blemmere	3	Detached	90	£301,950	£3,355		
Bellway	Abbey View	Newton Abbot Way	Bourne	PE10 0ZA	Fuller	3	Detached	94	£309,500	£3,293		
Bellway	Abbey View	Newton Abbot Way	Bourne	PE10 0ZA	Reedmaker	4	Detached	115	£349,950	£3,043	£329,950	£2,869
DWH	Pastures Place	Swinstead Road	Corby Glen	NG33 4NZ			Other					
DWH	The Willows	Chester Close	Bourne	PE10 0XY	Wilford	2	Semi-detached	58	£204,995	£3,534	£204,995	£3,534
DWH	The Willows	Chester Close	Bourne	PE10 0XY	Wilford	2	Other	58	£205,995	£3,552	£206,995	£3,569
DWH	The Willows	Chester Close	Bourne	PE10 0XY	Archford	3	Other	75	£239,995	£3,200		
DWH	The Willows	Chester Close	Bourne	PE10 0XY	Greenwood	3	Other	108	£319,995	£2,963		
DWH	The Willows	Chester Close	Bourne	PE10 0XY	Greenwood	3	Semi-detached	108	£324,995	£3,009		
DWH	The Willows	Chester Close	Bourne	PE10 0XY	Greenwood	3	Semi-detached	108	£324,995	£3,009		
DWH	The Willows	Chester Close	Bourne	PE10 0XY	Holden	4	Detached	152	£431,995	£2,842	£434,995	£2,862
DWH	The Willows	Chester Close	Bourne	PE10 0XY	Holden	4	Detached	152	£439,995	£2,895		
DWH	The Willows	Chester Close	Bourne	PE10 0XY	Avondale	4	Detached	150	£444,995	£2,967	£429,995	£2,867
DWH	The Willows	Chester Close	Bourne	PE10 0XY	Ingleby	4	Detached	100			£319,995	£3,200
DWH	The Willows	Chester Close	Bourne	PE10 0XY	Ingleby	4	Detached	100			£319,995	£3,200
DWH	The Willows	Chester Close	Bourne	PE10 0XY	Henley	5	Detached	168			£544,995	£3,244
DWH	Pastures Place	Bourne Road	Corby Glen	NG33 4NS	Kirkdale	4	Detached	112			£399,995	£3,571
DWH	Pastures Place	Bourne Road	Corby Glen	NG33 4NS	Bradgate	4	Detached	146			£399,995	£2,740

DWH	Pastures Place	Bourne Road	Corby Glen	NG33 4NS	Henley	5	Detached	168			£549,995	£3,274
DWH	Pastures Place	Bourne Road	Corby Glen	NG33 4NS	Hadley	4	Detached	88			£309,995	£3,523
DWH	Pastures Place	Bourne Road	Corby Glen	NG33 4NS	Ingleby	4	Detached	100			£319,995	£3,200
DWH	Pastures Place	Bourne Road	Corby Glen	NG33 4NS	Ingleby	4	Detached	100			£329,995	£3,300
DWH	Pastures Place	Bourne Road	Corby Glen	NG33 4NS	Bradgate	4	Detached	146			£424,995	£2,911
DWH	Pastures Place	Bourne Road	Corby Glen	NG33 4NS	Avondale	4	Detached	150			£441,995	£2,947
DWH	Pastures Place	Bourne Road	Corby Glen	NG33 4NS	Holden	4	Detached	152			£444,995	£2,928
Ashberry Homes	Bourne Springs	Musselburgh Way	Bourne	PE10 0YS	Lavender	2	Semi-detached	66	£209,950	£3,181	£199,950	£3,030
Ashberry Homes	Bourne Springs	Musselburgh Way	Bourne	PE10 0YS	Heather	3	Semi-detached	75	£227,500	£3,033	£224,950	£2,999
Ashberry Homes	Bourne Springs	Musselburgh Way	Bourne	PE10 0YS	Snowdrop	3	Semi-detached	75	£229,950	£3,066	£229,950	£3,066
Ashberry Homes	Bourne Springs	Musselburgh Way	Bourne	PE10 0YS	Alyssum	3	Detached	93	£269,950	£2,903	£269,960	£2,903
Ashberry Homes	Bourne Springs	Musselburgh Way	Bourne	PE10 0YS	Wisteria	3	Detached	88	£257,500	£2,926	£259,950	£2,954
Ashberry Homes	Bourne Springs	Musselburgh Way	Bourne	PE10 0YS	Larkspur	3	Detached	112	£279,950	£2,500		
Ashberry Homes	Bourne Springs	Musselburgh Way	Bourne	PE10 0YS	Verbena	3	Detached	96	£289,950	£3,020		
Ashberry Homes	Bourne Springs	Musselburgh Way	Bourne	PE10 0YS	Cardamine	3	Detached	92	£309,950	£3,369		
Ashberry Homes	Bourne Springs	Musselburgh Way	Bourne	PE10 0YS	Ophelia	4	Detached	120	£349,950	£2,916	£329,950	£2,750
Ashberry Homes	Bourne Springs	Musselburgh Way	Bourne	PE10 0YS	Allium	4	Detached	126	£359,950	£2,857		
Allison Homes	The Orchards	Bourne Road	Corby Glen	NG33 4NR	Plum	2	Semi-detached	64	£216,995	£3,391		
Allison Homes	The Orchards	Bourne Road	Corby Glen	NG33 4NR	Eucalyptus	3	Semi-detached	99	£265,000	£2,677		
Allison Homes	The Orchards	Bourne Road	Corby Glen	NG33 4NR	Fern	3	Semi-detached	90	£250,000	£2,778	£269,995	£3,000
Allison Homes	The Orchards	Bourne Road	Corby Glen	NG33 4NR	Fern	3	Semi-detached	90	£250,000	£2,778	£269,995	£3,000
Allison Homes	The Orchards	Bourne Road	Corby Glen	NG33 4NR	Cyprus	4	Semi-detached	117	£305,000	£2,607		
Allison Homes	The Orchards	Bourne Road	Corby Glen	NG33 4NR	Cyprus	4	Semi-detached	117	£325,000	£2,778		
Allison Homes	The Orchards	Bourne Road	Corby Glen	NG33 4NR	Mulberry	4	Detached	125	£375,000	£3,000	£375,000	£3,000
Allison Homes	The Orchards	Bourne Road	Corby Glen	NG33 4NR	Mulberry	4	Detached	125	£375,000	£3,000	£375,000	£3,000
Allison Homes	The Orchards	Bourne Road	Corby Glen	NG33 4NR	Walnut	4	Detached	138	£399,995	£2,899		
Allison Homes	The Orchards	Bourne Road	Corby Glen	NG33 4NR	Crab Apple	3	Semi-detached	83			£275,000	£3,313
Allison Homes	The Orchards	Bourne Road	Corby Glen	NG33 4NR	Crab Apple	3	Semi-detached	83			£275,000	£3,313
Taylor Wimpey	Oak Spring Place	Welland Drive	Bourne	PE10 0YH	Gosford	3	Terraced	79	£235,000	£2,975	£225,000	£2,848
Taylor Wimpey	Oak Spring Place	Welland Drive	Bourne	PE10 0YH	Gosford	3	Terraced	79	£235,000	£2,975	£230,000	£2,911
Taylor Wimpey	Oak Spring Place	Welland Drive	Bourne	PE10 0YH	Gosford	3	Terraced	79			£235,000	£2,975
Taylor Wimpey	Oak Spring Place	Welland Drive	Bourne	PE10 0YH	Crofton	3	Terraced	105	£240,000	£2,286	£250,000	£2,381
Taylor Wimpey	Oak Spring Place	Welland Drive	Bourne	PE10 0YH	Crofton	3	Terraced	105			£255,000	£2,429
Taylor Wimpey	Oak Spring Place	Welland Drive	Bourne	PE10 0YH	Downham	4	Detached	114	£335,000	£2,939		
Taylor Wimpey	Oak Spring Place	Welland Drive	Bourne	PE10 0YH	Downham	4	Detached	114	£335,000	£2,939		
Taylor Wimpey	Oak Spring Place	Welland Drive	Bourne	PE10 0YH	Kentdale	4	Detached	108			£320,000	£2,963

Taylor Wimpey	Oak Spring Place	Welland Drive	Bourne	PE10 0YH	Kentdale	4	Detached	108			£330,000	£3,056
Linden Homes	Stamford Gardens		Stamford	PE9 2EX	Burghley	4	Terraced	135	£515,000	£3,815	£494,995	£3,667
Linden Homes	Stamford Gardens		Stamford	PE9 2EX	Cromwell Court	2	Flat	57	£239,995	£4,210	£232,995	£4,088
Linden Homes	Stamford Gardens		Stamford	PE9 2EX	Cromwell Court	2	Flat	57	£244,995	£4,298	£239,995	£4,210
Linden Homes	Stamford Gardens		Stamford	PE9 2EX	Cromwell Court	2	Flat	57	£244,995	£4,298	£239,995	£4,210
Linden Homes	Stamford Gardens		Stamford	PE9 2EX	Cromwell Court	2	Flat	57	£249,995	£4,386	£239,995	£4,210
Linden Homes	Stamford Gardens		Stamford	PE9 2EX	Cromwell Court	2	Flat	57	£249,995	£4,386		
Linden Homes	Stamford Gardens		Stamford	PE9 2EX	Hardwick	2	Semi-detached	64	£299,995	£4,687	£299,995	£4,687
Linden Homes	Stamford Gardens		Stamford	PE9 2EX	Hardwick	2	Semi-detached	64	£299,995	£4,687	£299,995	£4,687
Linden Homes	Stamford Gardens		Stamford	PE9 2EX	Hardwick	2	Semi-detached	64	£299,995	£4,687	£299,995	£4,687
Linden Homes	Stamford Gardens		Stamford	PE9 2EX	Hardwick	2	Semi-detached	64	£299,995	£4,687		
Linden Homes	Stamford Gardens		Stamford	PE9 2EX	Eveleigh	3	Terraced	80	£344,995	£4,312	£350,000	£4,375
Linden Homes	Stamford Gardens		Stamford	PE9 2EX	Eveleigh	3	Terraced	80	£344,995	£4,312		
Linden Homes	Stamford Gardens		Stamford	PE9 2EX	Eveleigh	3	Semi-detached	80	£350,000	£4,375		
Linden Homes	Stamford Gardens		Stamford	PE9 2EX	Mountford	3	Terraced	88	£389,995	£4,432	£409,995	£4,659
Linden Homes	Stamford Gardens		Stamford	PE9 2EX	Mountford	3	Terraced	88	£394,995	£4,489	£430,000	£4,886
Linden Homes	Stamford Gardens		Stamford	PE9 2EX	Mountford	3	Terraced	88	£394,995	£4,489		
Linden Homes	Stamford Gardens		Stamford	PE9 2EX	Mountford	3	Terraced	88	£399,995	£4,545		
Linden Homes	Stamford Gardens		Stamford	PE9 2EX	Mountford	3	Terraced	88	£414,995	£4,716		
Linden Homes	Stamford Gardens		Stamford	PE9 2EX	Mountford	3	Terraced	88	£430,000	£4,886		
Linden Homes	Stamford Gardens		Stamford	PE9 2EX	Rutland	4	Terraced	120	£485,000	£4,042		
Countryside	The Colleys	Barrowby Road	Grantham	NG31 8NR	Blyth	3	Detached	93			£339,995	£3,656
Countryside	The Colleys	Barrowby Road	Grantham	NG31 8NR	Blyth	3	Detached	93			£342,995	£3,688
Countryside	The Colleys	Barrowby Road	Grantham	NG31 8NR	Foss	3	Detached	97			£349,995	£3,608
Countryside	The Colleys	Barrowby Road	Grantham	NG31 8NR	Foss	3	Detached	97			£352,995	£3,639
Barratt	Len Pick Way		Bourne	PE10 2AQ	Kingsville	4	Semi-detached	95			£269,995	£2,842
Barratt	Len Pick Way		Bourne	PE10 2AQ	Kingsley	4	Detached	110			£324,995	£2,955
Barratt	Len Pick Way		Bourne	PE10 2AQ	Maidstone	3	Semi-detached	75			£232,995	£3,107
Barratt	Len Pick Way		Bourne	PE10 2AQ	Ennerdale	3	Semi-detached	81			£273,995	£3,383
Barratt	Len Pick Way		Bourne	PE10 2AQ	Lutterworth	3	Detached				£277,995	
Barratt	Len Pick Way		Bourne	PE10 2AQ	Haversham	4	Detached	103			£282,995	£2,748
Barratt	Len Pick Way		Bourne	PE10 2AQ	Haversham	4	Detached	103			£282,995	£2,748
Barratt	Len Pick Way		Bourne	PE10 2AQ	Brentford	3	Semi-detached	110			£309,995	£2,818
Barratt	Len Pick Way		Bourne	PE10 2AQ	Kingsley	4	Detached	110			£319,995	£2,909
Barratt	Len Pick Way		Bourne	PE10 2AQ	Radleigh	4	Detached	136			£399,995	£2,941
Barratt	Len Pick Way		Bourne	PE10 2AQ	Alnmouth	4	Detached	138			£429,995	£3,116

Longhurst Group	Vista	Dysart Road	Grantham	NG31 7NB	Dalby	3	Semi-detached	80		£250,000	£3,125
Longhurst Group	Vista	Dysart Road	Grantham	NG31 7NB	Weston	3	Semi-detached	80		£275,000	£3,438

Appendix 8 – CoStar Non-Residential data

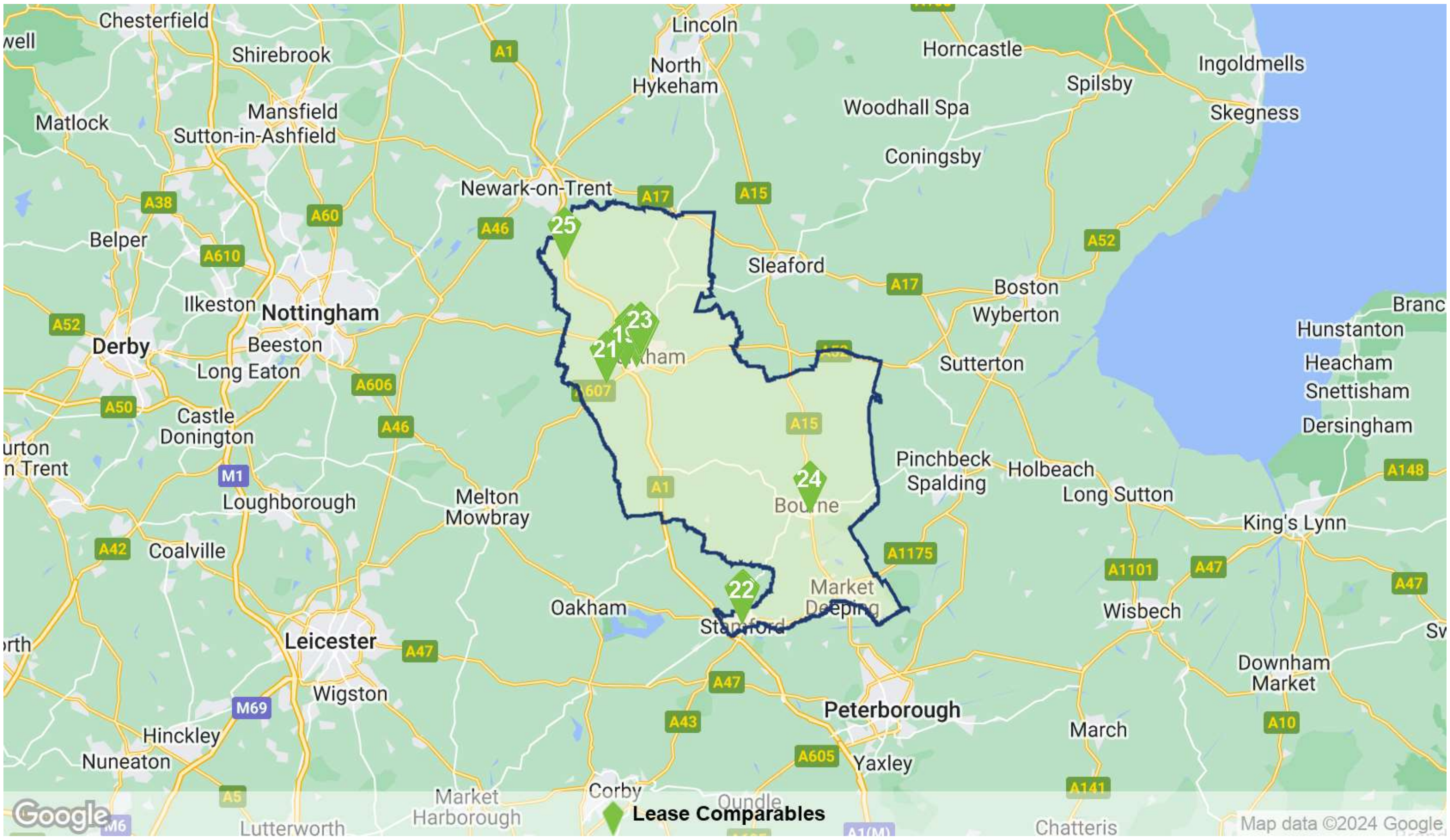
The pages in this appendix are not numbered.

Lease Comps Summary

Lease Comps Report

Deals	Asking Rent Per SF	Achieved Rent Per SF	Avg. Months On Market
43	**£10.52**	**£167.20**	**20**

LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	35	£4.07	£10.52	£14.29	£25.57
Achieved Rent Per SF	27	£1.64	£167.20	£11.79	£6,000.00
Net Effective Rent Per SF	16	£1.71	£37.96	£9.65	£2,900.00
Asking Rent Discount	22	-116,404.9%	-3,481.5%	0.0%	75.4%
TI Allowance	-	-	-	-	-
Rent Free Months	8	0	2	0	12

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	35	1	20	6	178
Deal Size	43	88	1,468	787	15,824
Lease Deal in Months	28	12.0	48.0	36.0	120.0
Floor Number	43	BSMT	GRND	GRND	MEZZ

Lease Comps Summary

			Lease				Rents	
	Property Name - Address	**Rating**	**SF Leased**	**Floor**	**Sign Date**	**Type**	**Rent**	**Rent Type**
1	**4 Finkin St**	★★★☆☆	748	2nd	20/10/2023	New Lease	£10.41/fri	Effective
2	**52 St Martins**	★★☆☆☆	806	2nd	16/10/2023	New Lease	£19.04/fri	Asking
3	**Elmer House** Finkin St	★★☆☆☆	119	1st	15/09/2023	New Lease	£18.97	Asking
4	**Windsor House** Great North Rd	★★★☆☆	2,500	1st	24/05/2023	New Lease	£6.80	Asking
5	**Harlaxton House** Great North Rd	★★★☆☆	405	GRND	22/05/2023	New Lease	£10.00	Asking
6	**Autumn Park Business…** Dysart Rd	★★★☆☆	88	GRND	15/03/2023	New Lease	£25.57	Asking
7	**Springfield Rd**	★★☆☆☆	422	GRND	13/03/2023	New Lease	£18.96/fri	Effective
7	**Springfield Rd**	★★☆☆☆	436	GRND	10/03/2023	New Lease	£17.20/fri	Effective
8	**The Old Maltings** Wharf Rd	★★★☆☆	1,050	1st	15/01/2023	New Lease	-	-
9	**Hill Court** Swingbridge Rd	★★★☆☆	900	GRND	13/01/2023	New Lease	£8.33/fri	Effective
10	**The Old Malthouse** Springfield Rd	★★★☆☆	418	GRND	13/12/2022	New Lease	£2,900.00	Effective
11	**16 St Catherines Rd**	★★☆☆☆	506	GRND	21/10/2022	New Lease	£22.68	Effective
9	**Hill Court** Swingbridge Rd	★★★☆☆	2,101	GRND	20/10/2022	New Lease	£4.99/fri	Effective
6	**Autumn Park Business…** Dysart Rd	★★★☆☆	202	GRND	19/10/2022	New Lease	£25.00	Asking
12	**2 Brewery Hl**	★★★☆☆	1,876	BSMT,G…	03/10/2022	New Lease	£5.24/fri	Effective
6	**Autumn Park Business…** Dysart Rd	★★★☆☆	656	GRND	28/09/2022	New Lease	-	-
10	**The Old Malthouse** Springfield Rd	★★★☆☆	270	GRND	25/08/2022	New Lease	£5.15	Achieved
10	**The Old Malthouse** Springfield Rd	★★★☆☆	1,164	GRND	22/08/2022	New Lease	£6,000.00/fri	Achieved
9	**Hill Court** Swingbridge Rd	★★★☆☆	1,997	GRND	23/07/2022	New Lease	£7.76/fri	Effective
3	**Elmer House** Finkin St	★★☆☆☆	119	1st	24/06/2022	New Lease	£22.27/fri	Achieved
3	**Elmer House** Finkin St	★★☆☆☆	245	1st	01/05/2022	New Lease	£20.41/fri	Achieved

Lease Comps Summary

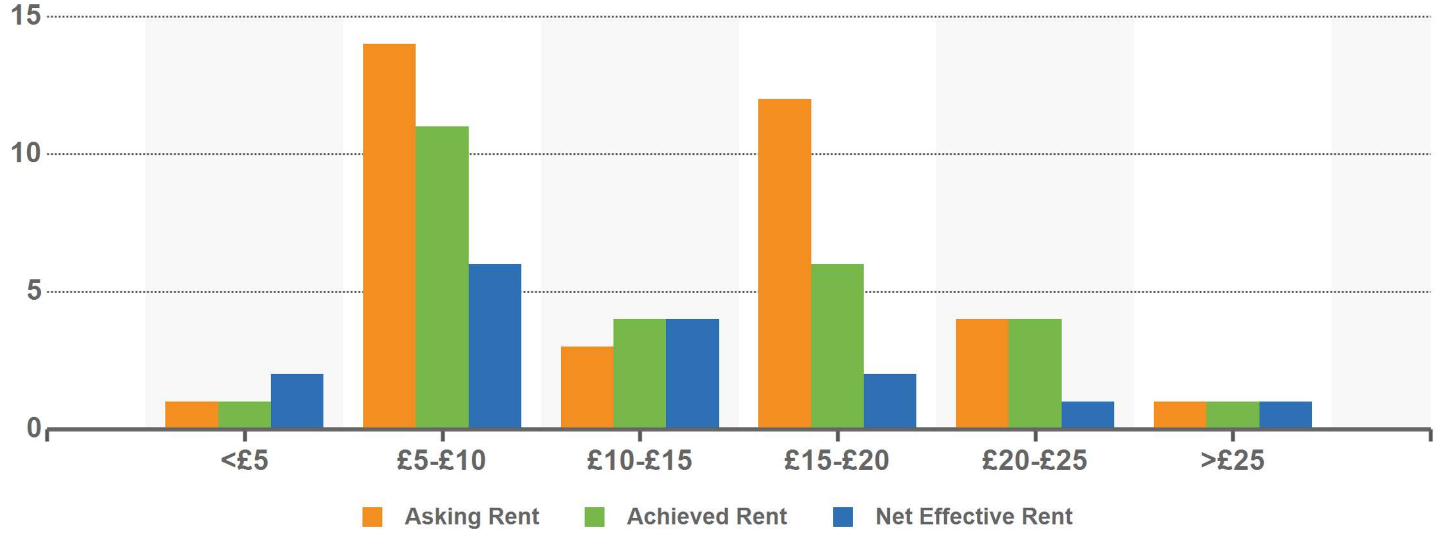
		Lease				Rents	
Property Name - Address	Rating	SF Leased	Floor	Sign Date	Type	Rent	Rent Type
3 **Elmer House** Finkin St	★★☆☆☆	324	1st	01/05/2022	New Lease	£16.98/fri	Achieved
3 **Elmer House** Finkin St	★★☆☆☆	148	1st	01/05/2022	New Lease	£20.27/fri	Achieved
7 **Springfield Rd**	★★☆☆☆	436	GRND	01/04/2022	New Lease	£16.05/iro	Achieved
13 **72 Castlegate**	★★☆☆☆	787	1-2	01/02/2022	New Lease	£7.18	Asking
14 **10-10A Ironmonger St**	★★★☆☆	2,816	BSMT,1,…	01/01/2022	Renewal	£8.88/fri	Effective
15 **The Grey House** 3 Broad St	★★★☆☆	530	1-2	29/11/2021	New Lease	-	-
16 **14 Finkin St**	★★★☆☆	2,744	GRND,1-2	29/10/2021	New Lease	£5.83	Asking
3 **Elmer House** Finkin St	★★☆☆☆	94	1st	12/08/2021	New Lease	£17.00	Achieved
10 **The Old Malthouse** Springfield Rd	★★★☆☆	726	1st	01/08/2021	New Lease	£6.00	Achieved
17 **Wardens House** 4 Broad St	★★★☆☆	2,261	BSMT,G…	15/07/2021	New Lease	£7.45/fri	Effective
7 **Springfield Rd**	★★☆☆☆	937	GRND	29/06/2021	New Lease	£16.00	Asking
18 **St Johns Ambulance** Elm St	★★☆☆☆	741	GRND,1	02/06/2021	New Lease	£24.83	Asking
19 **Premier House** Harlaxton Rd	★★★☆☆	1,030	1st	18/05/2021	New Lease	£10.10	Asking
20 **10 Guildhall St**	★★★☆☆	2,546	1st	30/04/2021	New Lease	£8.64	Achieved
21 **Main Rd**	★★★☆☆	15,824	GRND,…	01/04/2021	New Lease	£1.71/fri	Effective
22 **29 St Marys St**	★★☆☆☆	1,400	GRND,1	26/03/2021	New Lease	£11.76/fri	Effective
23 **70a Castlegate**	★★★☆☆	1,075	GRND	23/03/2021	New Lease	£12.47/fri	Effective
24 **Larkfield House** Falcon	★★★☆☆	4,408	GRND,1	01/02/2021	New Lease	£12.80/fri	Effective
24 **Larkfield House** Falcon	★★★☆☆	1,110	2nd	01/02/2021	New Lease	£7.67/fri	Effective
10 **The Old Malthouse** Springfield Rd	★★★☆☆	1,146	1st	22/01/2021	New Lease	£5.40/iri	Achieved
25 **Valley Ln**	★★★☆☆	4,900	GRND,1	14/01/2021	New Lease	£7.34	Asking

Lease Comps Summary

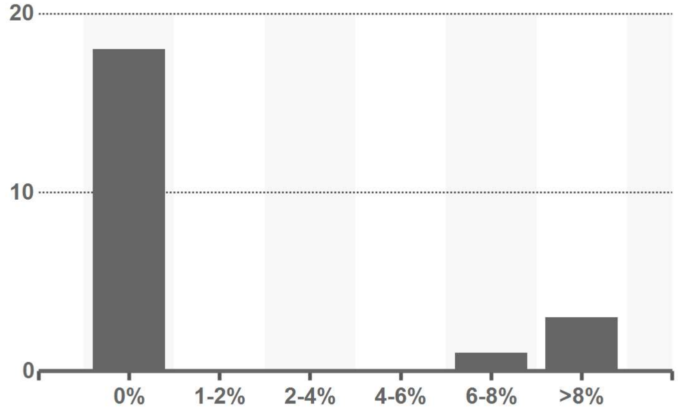
		Lease				Rents	
Property Name - Address	Rating	SF Leased	Floor	Sign Date	Type	Rent	Rent Type
7 **Springfield Rd**	★★☆☆☆	127	GRND	04/01/2021	New Lease	£16.06	Achieved

Asking Rent Per SF	Achieved Rent Per SF	Net Effective Rent Per SF	Avg. Rent Free Months
£10.52	£167.20	£37.96	2.3

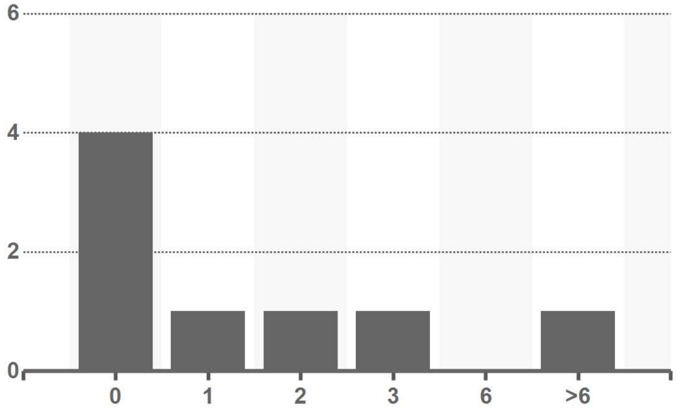
DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT



DEALS BY ASKING RENT DISCOUNT



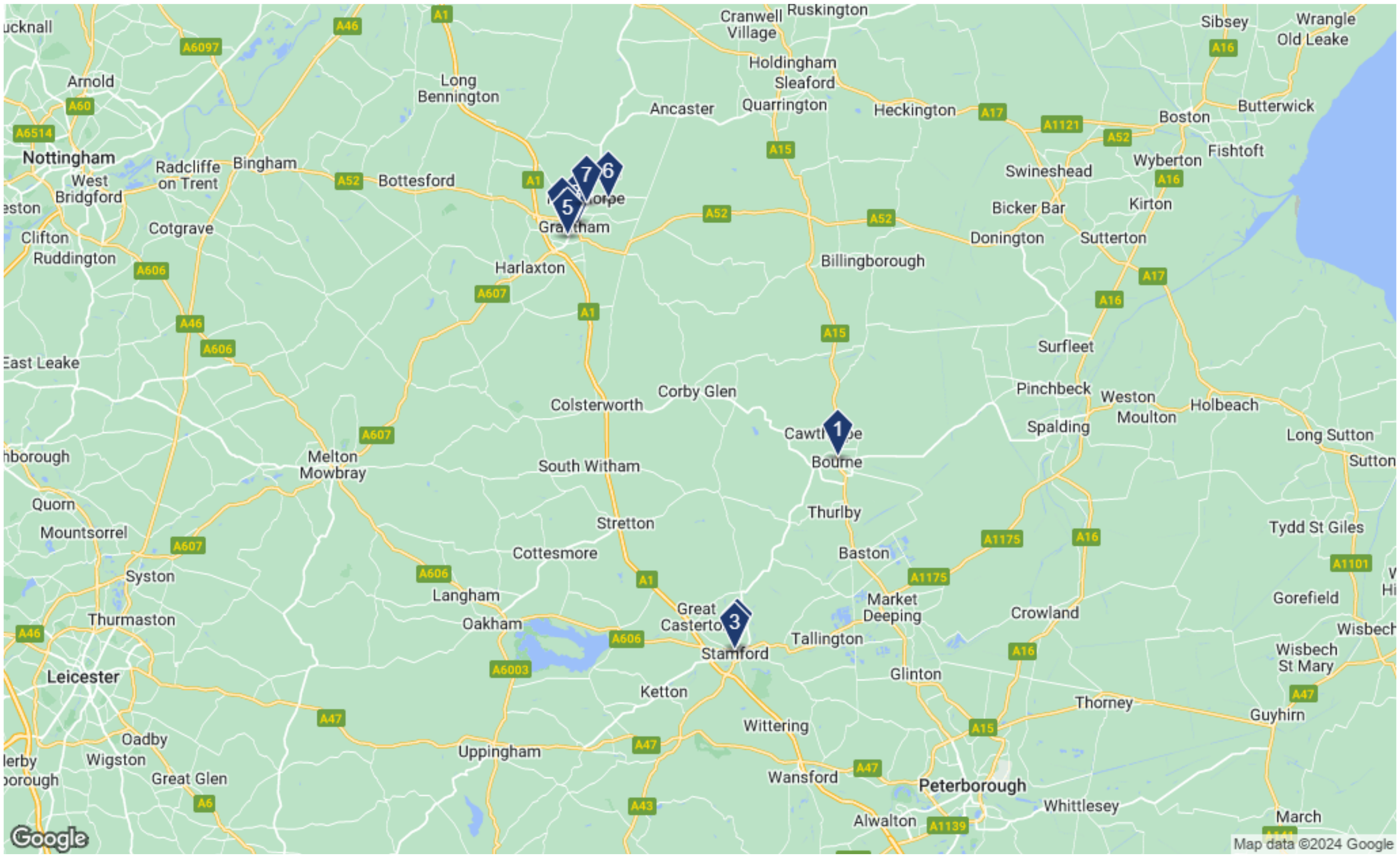
DEALS BY RENT FREE MONTHS



Sale Comps Map & List Report

Sale Comparables	Avg. NI Yield	Avg. Price/Sq ft	Avg. Vacancy At Sale
9	6.0%	£78	-

SALE COMPARABLES LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	£325,000	£640,000	£495,000	£1,100,000
Price Per Sq ft	£55	£78	£80	£101
NI Yield	5.0%	6.0%	6.0%	7.1%
Time Since Sale in Months	4.0	32.0	38.0	57.0

Property Attributes	Low	Average	Median	High
Building Sq ft	1,696 SF	11,200 SF	6,201 SF	32,500 SF
Floors	2	3	3	4
Typical Floor	700 SF	4,071 SF	1,550 SF	10,833 SF
Vacancy Rate at Sale	-	-	-	-
Year Built	1894	1947	1968	1980
Star Rating	★★☆☆☆	★★☆☆☆ 2.4	★★☆☆☆ 2.0	★★★☆☆

Sale Comps Map & List Report

		Property				Sale			
	Property Name - Address	Type	Yr Built	Size	Vacancy	Sale Date	Price	Price/Area	NI Yield
1	8 North St Bourne, PE10 9ED	Office ★★☆☆☆	1980	3,229 SF	-	10/08/2023	£325,000	£101/Sq ft	-
2	The Former Stamford... Broad St Stamford, PE9 1PJ	Office ★★☆☆☆	1894	2,302 SF	-	15/12/2022	Price Not Disclosed	-	6.0%
3	1 Gooches Ct Stamford, PE9 2RE	Office ★★★☆☆	1910	1,696 SF	-	10/06/2022	Price Not Disclosed	-	5.0%
4	Autumn Park Busi... Dysart Rd Grantham, NG31 6LL	Office Building ★★★☆☆	1979	25,858 SF	-	30/10/2020	Price Not Disclosed Part of Portfolio	-	-
5	Court House Harlaxton Rd Grantham, NG31 7SB	Office ★★☆☆☆	1965	0.564 AC	-	21/02/2020	£1,100,000	£1,949,707/AC	-
6	Office Building 14 Withambrook Park Grantham, NG31 9ST	Office ★★☆☆☆	1971	1,699 SF	-	01/12/2019	Price Not Disclosed	-	-
7	Belton Lane Industrial... Belton Ln Grantham, NG31 9HN	Office ★★★☆☆	-	7,315 SF	-	26/03/2019	Price Not Disclosed	-	-
8	Granta Hall 6 Finkin St Grantham, NG31 6QZ	Office Building ★★☆☆☆	1900	6,201 SF	-	-	£495,000	£80/Sq ft	7.1%
9	Former Council Of... St. Peters Hl Grantham, NG31 6PZ	Office ★★★☆☆	1980	32,500 SF	-	-	Price Not Disclosed	-	-

Quick Stats Report

Comps Statistics

	Low	Average	Median	High	Count
Price					
For Sale & UC/Pending	£495,000	£495,000	£495,000	£495,000	1
Sold Transactions	£325,000	£712,500	£712,500	£1,100,000	2
NIA					
For Sale & UC/Pending	6,201 SF	19,350 SF	19,350 SF	32,500 SF	2
Sold Transactions	1,696 SF	8,871 SF	3,229 SF	25,858 SF	7
Price per SF					
For Sale & UC/Pending	£79.83	£79.83	£79.83	£79.83	1
Sold Transactions	£55.00	£61.35	£77.83	£100.65	2
Net Initial Yield					
For Sale & UC/Pending	7.07%	7.07%	7.07%	7.07%	1
Sold Transactions	6.00%	6.00%	6.00%	6.00%	1
Days on Market					
For Sale & UC/Pending	575	649	649	723	2
Sold Transactions	64	182	160	335	5
Sale Price to Asking Price Ratio					
Sold Transactions	100.00%	100.00%	100.00%	100.00%	1

Totals

For Sale & UC/Pending	Asking Price Total:	£495,000	Total For Sale Transactions:	2
Sold Transactions	Total Sales Volume:	£1,425,000	Total Sales Transactions:	7
	Total Included in Analysis:	£1,920,000	Total Included in Analysis:	9

Survey Criteria

basic criteria: Type of Property - Office; Sale Date - from 04/01/2019; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes

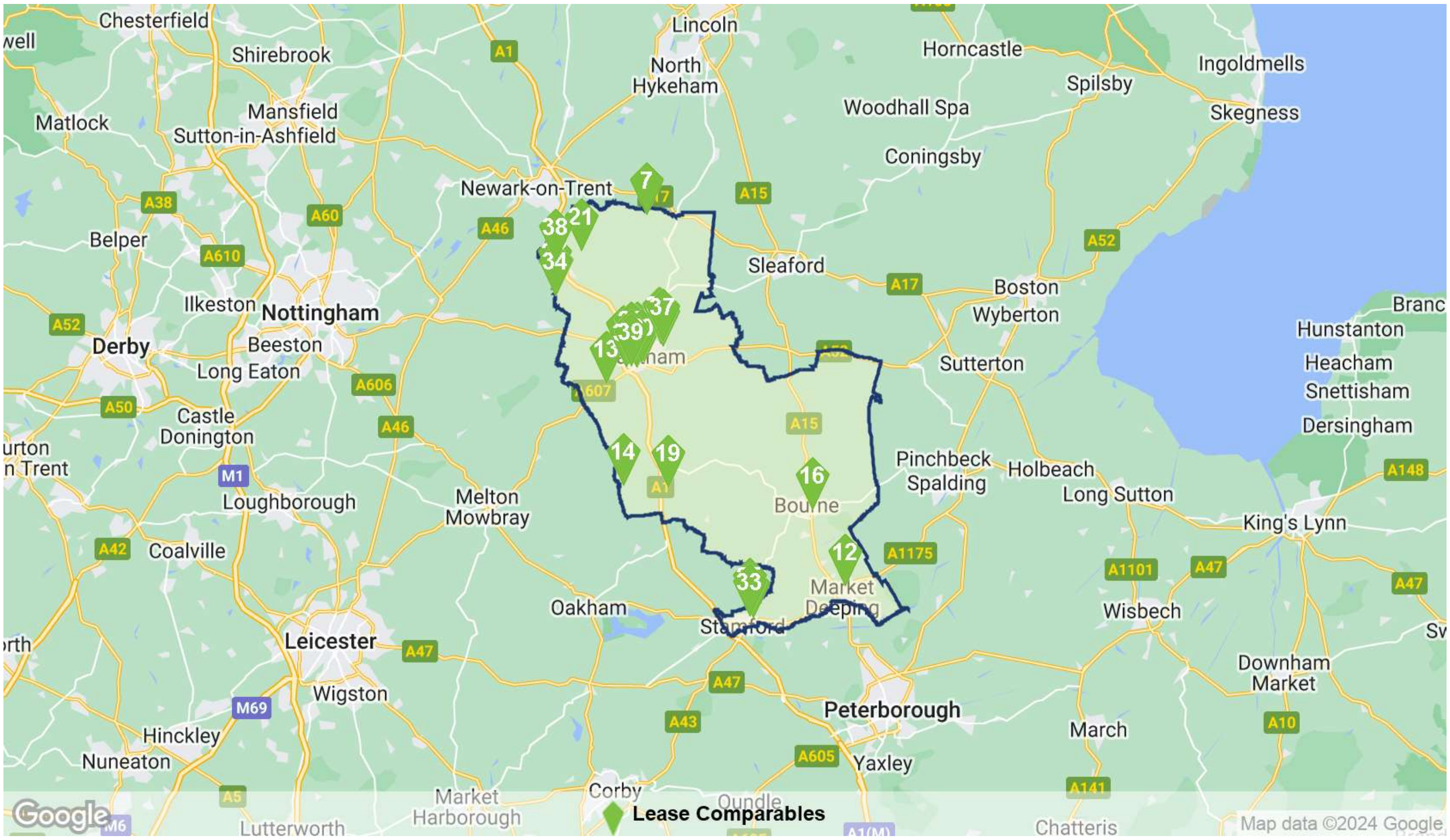
geography criteria: Submarket - South Kesteven (Lincoln)

Lease Comps Summary

Lease Comps Report

Deals	Asking Rent Per SF	Achieved Rent Per SF	Avg. Months On Market
64	£4.17	£4.62	10

TOP 50 LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	49	£2.64	£4.17	£6.00	£10.89
Achieved Rent Per SF	36	£3.14	£4.62	£6.62	£10.32
Net Effective Rent Per SF	16	£3.13	£4.10	£5.99	£9.35
Asking Rent Discount	30	-45.5%	-3.1%	0.0%	20.3%
TI Allowance	-	-	-	-	-
Rent Free Months	8	0	4	4	6

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	57	1	10	6	54
Deal Size	64	333	8,283	3,399	60,000
Lease Deal in Months	40	6.0	54.0	60.0	180.0
Floor Number	64	GRND	GRND	GRND	MEZZ

Lease Comps Summary

			Lease				Rents	
	Property Name - Address	Rating	SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1	Ruston Rd	★★☆☆☆	15,678	GRND	19/12/2023	New Lease	£4.23/fri	Effective
2	Trent Rd	★★★☆☆	15,898	GRND	01/09/2023	New Lease	£4.39/fri	Effective
3	1-2 Old Wharf Rd	★★☆☆☆	44,924	GRND,1	31/08/2023	New Lease	£3.24/fri	Effective
4	Inner St	★★★☆☆	856	GRND	07/08/2023	New Lease	£9.35/fri	Effective
5	Industrial Units Greyfriars	★★☆☆☆	1,452	GRND	01/08/2023	New Lease	£6.59	Effective
6	2-4 Harlaxton Rd	★★☆☆☆	3,642	GRND	01/08/2023	New Lease	£7.65/fri	Achieved
7	Brant Rd	★★★☆☆	3,550	GRND	20/07/2023	New Lease	£6.00	Achieved
8	Trent Rd	★★★☆☆	8,995	1,MEZZ	20/07/2023	New Lease	£2.64	Asking
8	Trent Rd	★★★☆☆	29,401	GRND	06/07/2023	New Lease	£2.64	Asking
9	Mole Country Stores Uffington Rd	★★★☆☆	29,300	GRND	03/07/2023	New Lease	£3.40/fri	Effective
10	Ellesmere Business Park Swingbridge Rd	★★★☆☆	3,248	GRND	01/07/2023	New Lease	£5.54	Asking
11	5 Dysart Rd	★★★☆☆	8,778	GRND	09/06/2023	New Lease	£5.67/fri	Effective
4	Inner St	★★★☆☆	1,744	GRND	01/06/2023	New Lease	£10.32/fri	Achieved
12	4-9 Stirling Way	★★☆☆☆	8,601	GRND,1	01/06/2023	New Lease	£5.76/fri	Achieved
13	Main Rd	★★★☆☆	4,381	GRND,…	22/05/2023	New Lease	£3.42	Asking
14	Gunby Rd	★★☆☆☆	5,446	GRND	17/04/2023	New Lease	£3.99/fri	Effective
15	Mowbeck Way	★★☆☆☆	570	GRND	14/04/2023	New Lease	£8.51	Asking
5	Industrial Units Greyfriars	★★☆☆☆	1,357	GRND	01/04/2023	New Lease	£7.00/fri	Achieved
16	Centurion Ct	★★★☆☆	740	GRND	01/03/2023	New Lease	£8.43	Effective
17	Dysart Rd	★★★☆☆	7,334	GRND	20/02/2023	New Lease	£0.00/fri	Effective
18	Roseland Business Park	★★★☆☆	11,854	GRND	14/02/2023	New Lease	£3.13/fri	Effective

Lease Comps Summary

			Lease				Rents	
Property Name - Address		Rating	SF Leased	Floor	Sign Date	Type	Rent	Rent Type
19	Honey Pot Ln	★★★☆☆	12,920	GRND,1	01/12/2022	New Lease	£4.00	Asking
4	Inner St	★★★☆☆	1,345	GRND	01/11/2022	New Lease	£7.06/fri	Achieved
20	Isaac Newton Way	★★★☆☆	16,022	GRND	01/11/2022	New Lease	£4.36	Asking
21	Claypole Ln	★★☆☆☆	4,466	GRND,…	12/10/2022	New Lease	£4.02	Asking
16	Centurion Ct	★★★☆☆	504	GRND	01/08/2022	New Lease	£8.43	Achieved
22	Partnership House Withambrook Park	★★☆☆☆	650	GRND	31/07/2022	New Lease	£7.15	Asking
23	Ruston Rd	★★★☆☆	753	GRND	08/07/2022	New Lease	£6.31/fri	Effective
24	Gwash Way	★★☆☆☆	9,907	GRND	05/07/2022	New Lease	-	-
25	Gwash Way	★★☆☆☆	5,406	GRND,1	05/07/2022	New Lease	-	-
7	Brant Rd	★★★☆☆	10,891	GRND	23/06/2022	New Lease	£6.62	Asking
26	Dysart Rd	★★☆☆☆	1,948	GRND	12/06/2022	New Lease	£8.19	Effective
27	Normanton Airfield Normanton Airfield	★★★☆☆	45,585	GRND,1	08/06/2022	New Lease	-	-
28	Priest Court Caunt Rd	★★★☆☆	1,558	GRND	01/06/2022	New Lease	£6.42/fri	Achieved
29	Springfield Business Park Unit 21 Springfield Rd	★★★☆☆	1,358	GRND	01/06/2022	New Lease	£8.84/fri	Achieved
30	19-19A London Rd	★★★☆☆	27,000	GRND	11/05/2022	New Lease	£3.50/fri	Achieved
31	Unit 14 Roseland Business Park	★★★☆☆	4,739	GRND	19/04/2022	New Lease	£8.00/fri	Achieved
30	19-19A London Rd	★★★☆☆	5,700	GRND	14/04/2022	New Lease	£3.15/fri	Achieved
32	Hollis Rd	★★☆☆☆	3,040	GRND	06/04/2022	New Lease	£4.93/iri	Achieved
33	Ryhall Rd	★★☆☆☆	5,863	GRND,…	04/04/2022	New Lease	£8.65/fri	Effective
34	Unit 12 Roseland Business Park	★★★☆☆	6,466	GRND	22/03/2022	New Lease	£0.00/fri	Effective
35	Swingbridge Rd	★★★☆☆	983	GRND	15/03/2022	New Lease	£7.88	Asking

Lease Comps Summary

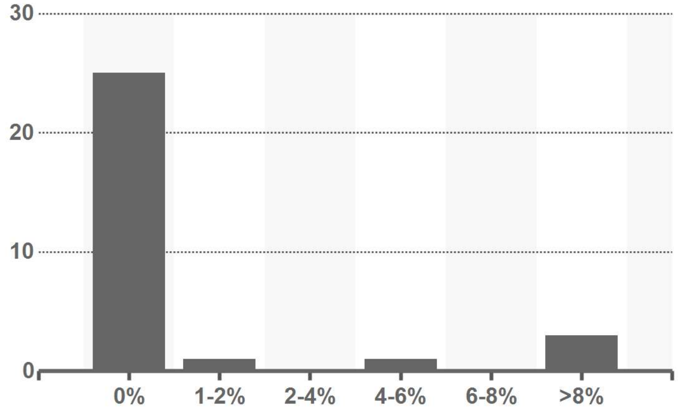
			Lease				Rents	
	Property Name - Address	Rating	SF Leased	Floor	Sign Date	Type	Rent	Rent Type
4	Inner St	★★★☆☆	1,435	GRND	14/03/2022	New Lease	£6.62/fri	Effective
36	8 Withambrook Park Ind…	★★★☆☆	2,253	GRND,1	02/02/2022	New Lease	£6.66/fri	Effective
37	Alma Park	★★★☆☆	60,000	GRND	10/01/2022	New Lease	-	-
38	Industrial Unit White House Farm	★★★☆☆	1,200	GRND	01/12/2021	New Lease	£5.00	Asking
5	Industrial Units Greyfriars	★★☆☆☆	1,583	GRND	15/11/2021	New Lease	£6.63	Achieved
5	Industrial Units Greyfriars	★★☆☆☆	1,452	GRND	31/10/2021	New Lease	£6.61	Achieved
4	Inner St	★★★☆☆	1,504	GRND	01/10/2021	New Lease	£7.00	Achieved
39	Willow Ln	★★☆☆☆	899	GRND	03/09/2021	New Lease	£6.67	Achieved

Rents

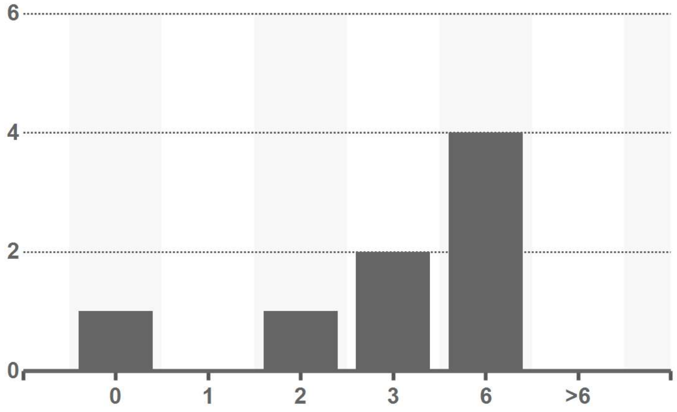
Asking Rent Per SF	Achieved Rent Per SF	Net Effective Rent Per SF	Avg. Rent Free Months
£4.17	£4.62	£4.10	3.6

DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT

DEALS BY ASKING RENT DISCOUNT



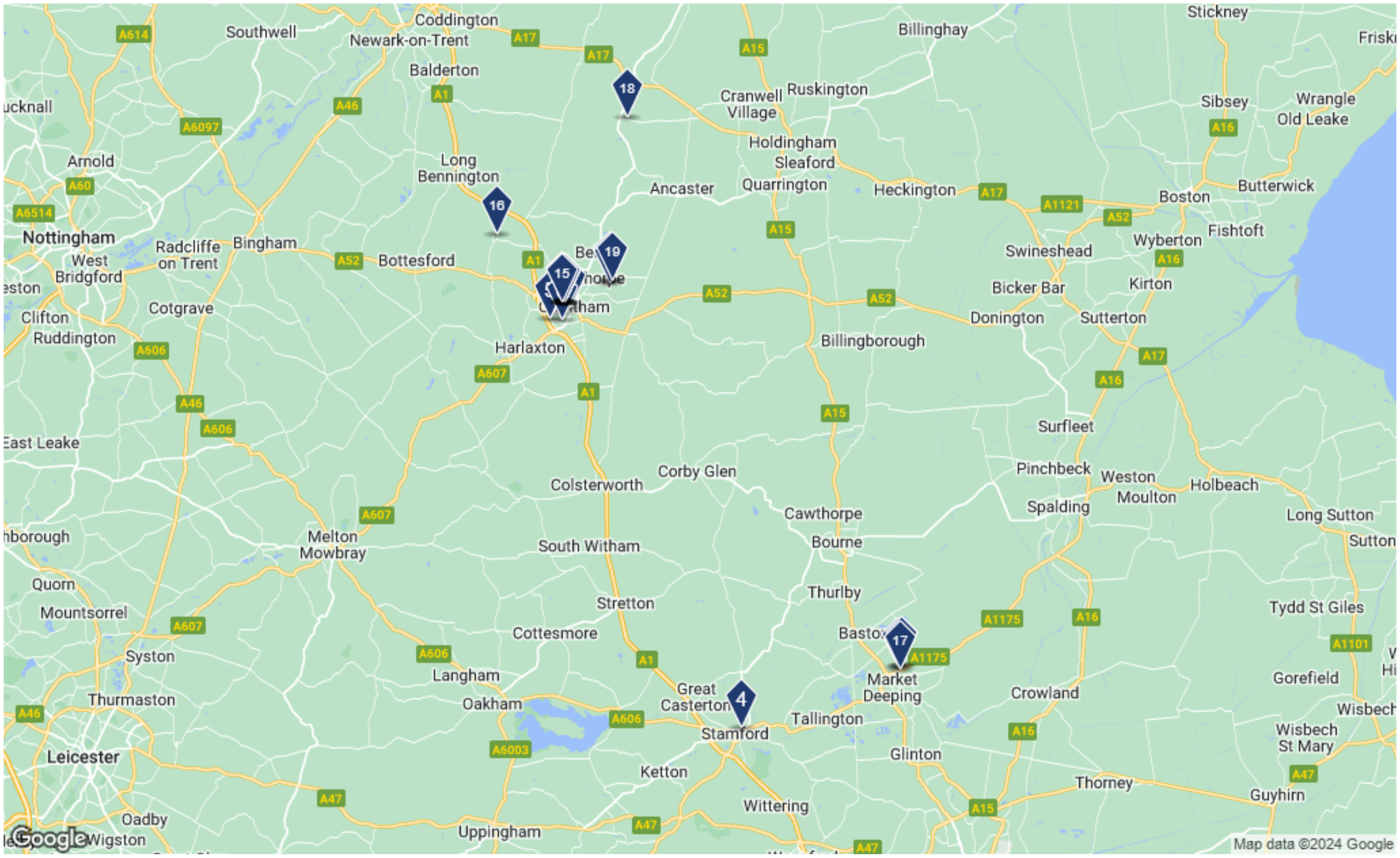
DEALS BY RENT FREE MONTHS



Sale Comps Map & List Report

Sale Comparables	Avg. NI Yield	Avg. Price/Sq ft	Avg. Vacancy At Sale
22	6.5%	£77	-

SALE COMPARABLES LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	£182,500	£1,937,045	£450,000	£8,500,000
Price Per Sq ft	£16	£77	£58	£242
NI Yield	6.0%	6.5%	6.3%	7.3%
Time Since Sale in Months	7.0	36.1	38.0	60.0

Property Attributes	Low	Average	Median	High
Building Sq ft	1,859 SF	43,058 SF	12,627 SF	229,664 SF
Floors	1	1	1	3
Typical Floor	1,576 SF	33,398 SF	12,627 SF	242,425 SF
Vacancy Rate at Sale	-	-	-	-
Year Built	1955	1994	1994	2016
Star Rating	★★☆☆☆	★★★☆☆ 2.7	★★★☆☆ 3.0	★★★☆☆

Sale Comps Map & List Report

		Property				Sale			
	Property Name - Address	**Type**	**Yr Built**	**Size**	**Vacancy**	**Sale Date**	**Price**	**Price/Sq ft**	**NI Yield**
1	Ken Read and Son Ltd Blenheim Way Peterborough, PE6 8LD	Warehouse ★★★☆☆	1990	46,330 SF	-	17/05/2023	Price Not Disclosed	-	6.3%
2	Mayden Court Harlaxton Rd Grantham, NG31 7AE	Showroom ★★★☆☆	1996	7,321 SF	-	24/02/2023	£870,000	£119/Sq ft	6.0%
3	1 Lysander Dr Peterborough, PE6 8FB	Warehouse ★★★☆☆	2011	96,769 SF	-	14/12/2021	£5,600,000	£58/Sq ft	-
4	Office Unit 3 Belton St Stamford, PE9 2EF	Industrial ★★☆☆☆	1987	1,859 SF	-	18/08/2021	£450,000 Unit Sale	£242/Sq ft	-
5	Fenland Foods Turnpike Close Grantham, NG31 7XU	Warehouse ★★★☆☆	1987	123,671 SF	-	09/04/2021	£2,000,000	£16/Sq ft	-
6	Willow Ln Grantham, NG31 7SW	Service ★★☆☆☆	1955	7,322 SF	-	25/02/2021	£182,500	£25/Sq ft	-
7	Alma Industrial Estate 4 Ruston Rd Grantham, NG31 9SW	Warehouse ★★★☆☆	1994	4,145 SF	-	09/11/2020	£230,000	£55/Sq ft	-
8	Dysart Rd Grantham, NG31 7DD	Industrial ★★☆☆☆	-	20,188 SF	-	30/10/2020	Price Not Disclosed Part of Portfolio	-	-
9	Autumn Park Dysart Rd Grantham, NG31 6LL	Warehouse ★★★☆☆	1990	7,334 SF	-	30/10/2020	Price Not Disclosed Part of Portfolio	-	-
10	Autumn Trade Park Dysart Rd Grantham, NG31 7DD	Service ★★★☆☆	2016	4,304 SF	-	30/10/2020	Price Not Disclosed Part of Portfolio	-	-
11	Autumn Trade Park Dysart Rd Grantham, NG31 7DD	Service ★★★☆☆	2016	2,000 SF	-	30/10/2020	Price Not Disclosed Part of Portfolio	-	-
12	Autumn Trade Park Dysart Rd Grantham, NG31 7DD	Service ★★★☆☆	2016	2,755 SF	-	30/10/2020	Price Not Disclosed Part of Portfolio	-	-

Sale Comps Map & List Report

		Property				Sale			
	Property Name - Address	Type	Yr Built	Size	Vacancy	Sale Date	Price	Price/Sq ft	NI Yield
13	Autumn Park Industri… Dysart Rd Grantham, NG31 7DD	Warehouse ★★☆☆☆	1999	19,295 SF	-	30/10/2020	Price Not Disclosed Part of Portfolio	-	-
14	Autumn Park Industri… Dysart Rd Grantham, NG31 7DD	Service ★★★☆☆	1995	70,477 SF	-	30/10/2020	Price Not Disclosed Part of Portfolio	-	-
15	Autumn Park Industri… 5 Dysart Rd Grantham, NG31 6TE	Warehouse ★★★☆☆	1994	31,474 SF	-	30/10/2020	Price Not Disclosed Part of Portfolio	-	-
16	Industrial Unit 1 Gonerby Ln Allington, NG32 2DU	Industrial ★★★☆☆	2000	11,037 SF	-	15/06/2020	£400,000 Unit Sale	£36/Sq ft	-
17	Unit 2 Whitley Way Peterborough, PE6 8AR	Warehouse ★★★☆☆	-	14,217 SF	-	03/07/2019	Price Not Disclosed Part of Portfolio	-	-
18	Mid UK Recycling Ltd Station Rd Grantham, NG32 3EW	Warehouse ★★★☆☆	1980	229,664 SF	-	03/07/2019	Price Not Disclosed Part of Portfolio	-	-
19	Alma Park Rd Grantham, NG31 9SE	Warehouse ★★★☆☆	1980	144,146 SF	-	04/01/2019	£2,500,000	£17/Sq ft	-
20	1 Lysander Dr Peterborough, PE6 8FB	Warehouse ★★★☆☆	2011	96,769 SF	-	-	£8,500,000	£88/Sq ft	-
21	Sam Ballaam Ruston Rd Grantham, NG31 9SW	Light Industrial ★★☆☆☆	1990	3,151 SF	-	-	£350,000	£111/Sq ft	-
22	Industrial Unit Hollis Rd Grantham, NG31 7QH	Industrial ★★☆☆☆	1971	3,040 SF	-	-	£225,000 Unit Sale	£74/Sq ft	7.3%

Comps Statistics

	Low	Average	Median	High	Count
Office					
Price					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	£450,000	£450,000	£450,000	£450,000	1
NIA					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	1,859 SF	1,859 SF	1,859 SF	1,859 SF	1
Price per SF					
For Sale & UC/Pending	-		-	-	-
Sold Transactions	£242.07	£242.07	£242.07	£242.07	1
Net Initial Yield					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	-	-	-	-	-
Days on Market					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	-	-	-	-	-
Sale Price to Asking Price Ratio					
Sold Transactions	-	-	-	-	-
Light Industrial					
Price					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	£870,000	£870,000	£870,000	£870,000	1
NIA					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	7,321 SF	7,321 SF	7,321 SF	7,321 SF	1
Price per SF					
For Sale & UC/Pending	-		-	-	-
Sold Transactions	£118.84	£118.84	£118.84	£118.84	1
Net Initial Yield					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	-	-	-	-	-
Days on Market					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	296	296	296	296	1
Sale Price to Asking Price Ratio					
Sold Transactions	91.58%	91.58%	91.58%	91.58%	1

Quick Stats Report

	Low	Average	Median	High	Count
Industrial					
Price					
For Sale & UC/Pending	£225,000	£3,025,000	£350,000	£8,500,000	3
Sold Transactions	£182,500	£1,818,750	£1,200,000	£5,600,000	6
NIA					
For Sale & UC/Pending	3,040 SF	34,320 SF	3,151 SF	96,769 SF	3
Sold Transactions	2,000 SF	49,125 SF	19,295 SF	229,664 SF	17
Price per SF					
For Sale & UC/Pending	£74.01	£88.14	£87.84	£111.08	3
Sold Transactions	£16.17	£28.19	£30.58	£57.87	6
Net Initial Yield					
For Sale & UC/Pending	7.30%	7.30%	7.30%	7.30%	1
Sold Transactions	-	-	-	-	-
Days on Market					
For Sale & UC/Pending	182	222	225	259	3
Sold Transactions	72	236	157	558	4
Sale Price to Asking Price Ratio					
Sold Transactions	88.46%	93.24%	91.25%	100.00%	3

Totals

For Sale & UC/Pending	Asking Price Total:	£9,075,000	Total For Sale Transactions:	3
Sold Transactions	Total Sales Volume:	£12,232,500	Total Sales Transactions:	19
	Total Included in Analysis:	£21,307,500	Total Included in Analysis:	22

Survey Criteria

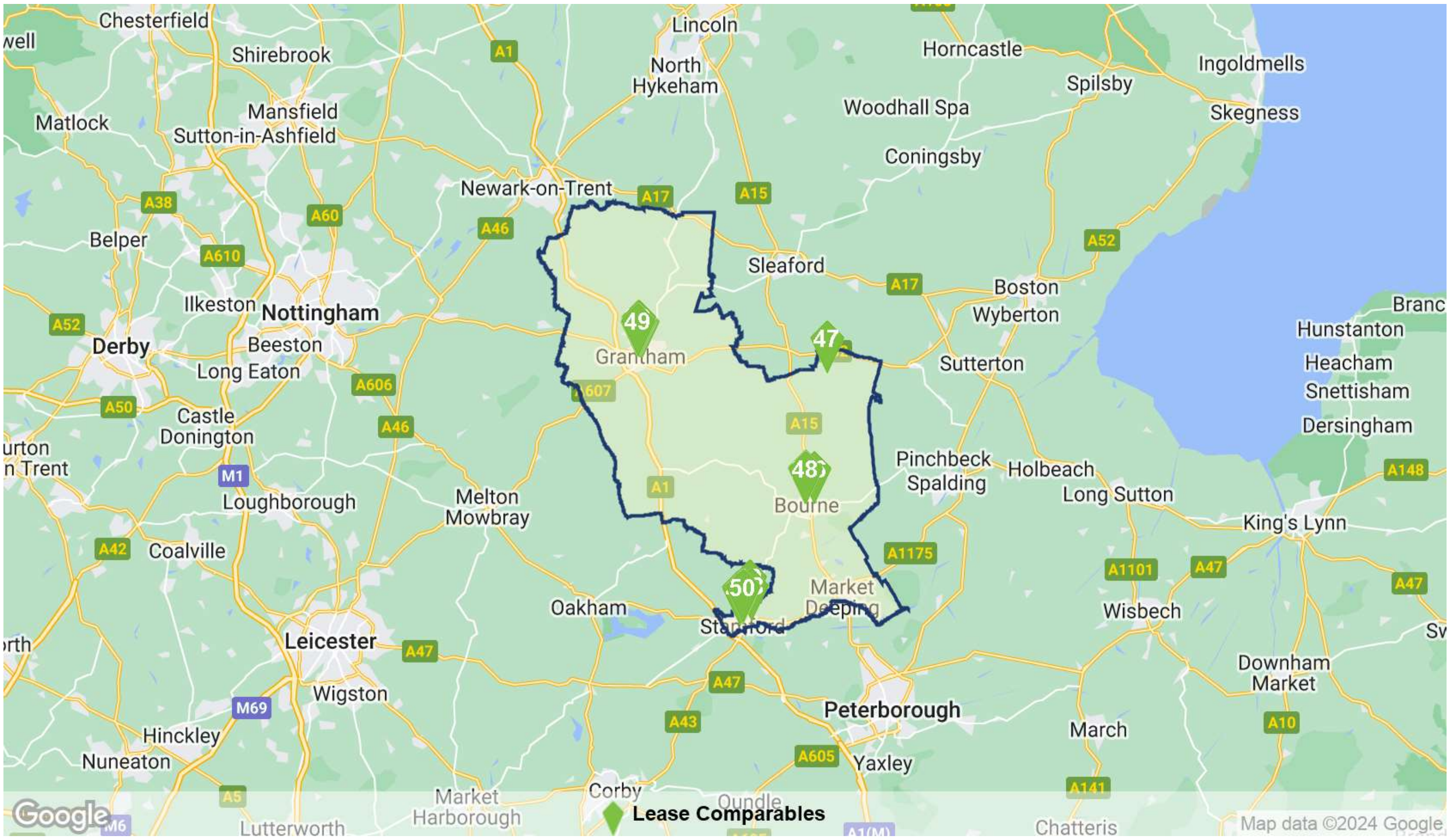
basic criteria: Type of Property - Industrial, Light industrial; Sale Date - from 04/01/2019; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes

geography criteria: Submarket - South Kesteven (Lincoln)

Lease Comps Summary

Deals	Asking Rent Per SF	Achieved Rent Per SF	Avg. Months On Market
61	£16.06	£10.81	13

TOP 50 LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	41	£5.40	£16.06	£18.84	£46.67
Achieved Rent Per SF	33	£2.14	£10.81	£15.69	£47.92
Net Effective Rent Per SF	20	£4.53	£11.37	£18.50	£46.80
Asking Rent Discount	23	-8.3%	5.7%	0.0%	40.0%
TI Allowance	-	-	-	-	-
Rent Free Months	10	0	1	0	3

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	47	1	13	9	46
Deal Size	61	168	1,615	828	9,556
Lease Deal in Months	40	12.0	77.0	66.0	180.0
Floor Number	59	LL	LBBY	GRND	2

Lease Comps Summary

			Lease				Rents	
	Property Name - Address	Rating	SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1	11 Ironmonger St	★★★☆☆	1,545	GRND	14/12/2023	New Lease	£24.60	Asking
2	39 St Peters Hl	★★★☆☆	701	GRND	06/11/2023	New Lease	£14.78/fri	Effective
3	32 North St	★★★☆☆	574	GRND	12/09/2023	New Lease	£10.45	Asking
4	Stamford Theatre 27 St Marys St	★★★☆☆	430	GRND	10/08/2023	Renewal	£23.26	Effective
5	46 High St	★★★☆☆	206	GRND	07/08/2023	New Lease	£34.95/fri	Effective
6	40 St Mary's St	★★★☆☆	950	GRND	07/08/2023	New Lease	£32.63	Effective
7	60 High St	★★★☆☆	9,556	GRND	01/08/2023	New Lease	-	-
8	36 High St	★★★☆☆	828	GRND	03/07/2023	New Lease	£18.12/fri	Effective
9	15A-15C North St	★★★☆☆	375	GRND	02/07/2023	New Lease	£24.00	Effective
10	Ryhall Rd	★★★☆☆	5,000	Unkwn	25/06/2023	New Lease	-	-
11	40-41 St. Peters	★★☆☆☆	2,618	GRND,1	23/06/2023	New Lease	£10.70/fri	Achieved
12	25 St Peters Hl	★★★☆☆	450	GRND	07/06/2023	New Lease	£20.00/fri	Effective
13	7 North St	★★★☆☆	669	GRND	01/05/2023	New Lease	£20.88/fri	Effective
14	11 Silver Ln	★★★☆☆	973	GRND	01/05/2023	New Lease	£15.42/fri	Achieved
15	1 North St	★★☆☆☆	1,444	GRND	31/03/2023	New Lease	-	-
16	11 Guildhall St	★★★☆☆	6,600	GRND	27/12/2022	New Lease	£4.53/fri	Effective
17	21 Market Pl	★★★☆☆	709	GRND	15/12/2022	New Lease	£13.05	Asking
18	Uffington Rd	★★★☆☆	3,764	GRND	23/11/2022	New Lease	£11.96	Asking
19	3 Wharf Rd	★★★☆☆	1,248	GRND	16/11/2022	New Lease	£8.01	Asking
20	16 St Catherines Rd	★★☆☆☆	506	GRND	21/10/2022	New Lease	£22.68	Effective
21	67 High St	★★★☆☆	910	GRND	31/07/2022	New Lease	£18.68	Asking

Lease Comps Summary

			Lease				Rents	
	Property Name - Address	Rating	SF Leased	Floor	Sign Date	Type	Rent	Rent Type
22	20-20A High St	★★★☆☆	2,509	BSMT,G…	12/07/2022	New Lease	£5.98	Achieved
23	Guildhall Arts Centre 8 St. Peters Hl	★★★☆☆	1,024	GRND	12/07/2022	New Lease	£13.67	Asking
24	Kings Walk	★★★☆☆	704	GRND	05/07/2022	New Lease	£14.20	Asking
25	21 High St	★★★☆☆	2,172	GRND	26/06/2022	New Lease	£4.59/fri	Effective
26	3 West St	★★☆☆☆	4,706	GRND,1	10/06/2022	Renewal	£4.89/fri	Effective
27	47 High St	★★★☆☆	2,870	GRND	09/06/2022	New Lease	£9.23/fri	Effective
28	11 Broad St	★★★☆☆	3,268	BSMT,G…	28/04/2022	New Lease	-	-
29	9-10 St Johns St	★★★☆☆	3,445	GRND	23/03/2022	New Lease	£18.87/fri	Effective
30	56 High St	★★★☆☆	2,593	GRND,1	01/03/2022	New Lease	-	-
31	7A Silver Ln	★★★☆☆	168	GRND	01/03/2022	New Lease	£30.95	Asking
32	14 Westgate	★★★☆☆	556	GRND	02/02/2022	New Lease	£5.40	Achieved
33	35 Westgate	★★★☆☆	785	GRND	09/01/2022	New Lease	£8.92	Asking
34	40 High St	★★☆☆☆	566	GRND	01/12/2021	New Lease	£38.87	Achieved
35	4 Red Lion Sq	★★★☆☆	1,420	GRND	25/10/2021	New Lease	£22.89	Achieved
36	Cherry Holt Sq	★★★☆☆	2,475	GRND	27/08/2021	Renewal	£9.49/fri	Effective
37	25 Watergate	★★★☆☆	238	GRND	27/08/2021	New Lease	£29.41/iri	Asking
38	47 High St	★★★☆☆	750	GRND	16/08/2021	New Lease	£46.67	Asking
39	30 St. Peters Hl	★★★☆☆	1,280	GRND	11/08/2021	New Lease	£15.62	Effective
40	7 St Pauls St	★★★☆☆	522	GRND	09/08/2021	New Lease	£22.99	Asking
41	Isaac Newton Shopping… St Peters Hl	★★★☆☆	983	GRND	02/08/2021	New Lease	£30.01	Asking
42	70 High St	★★★☆☆	357	GRND	01/08/2021	New Lease	£22.41	Achieved

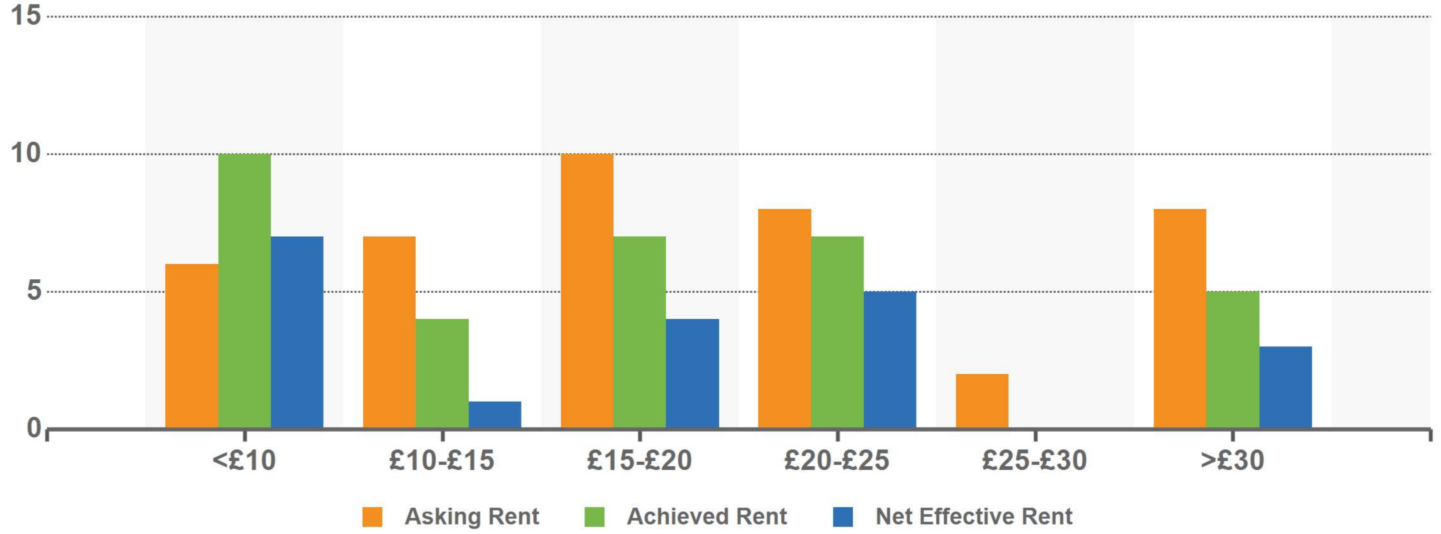
Lease Comps Summary

			Lease				Rents	
Property Name - Address		Rating	SF Leased	Floor	Sign Date	Type	Rent	Rent Type
43	9 Watergate	★★★☆☆	903	GRND	01/08/2021	New Lease	£11.07	Achieved
44	16-16A High St	★★☆☆☆	598	GRND	31/07/2021	New Lease	-	-
45	1 Sheep Market	★★★☆☆	387	GRND	19/07/2021	New Lease	£21.24/fri	Effective
46	9 Welby St	★★★☆☆	696	GRND	02/07/2021	New Lease	£10.78	Achieved
47	22 High St	★★☆☆☆	1,507	GRND	10/06/2021	New Lease	-	-
48	1 Abbey Rd	★★☆☆☆	339	GRND	01/06/2021	New Lease	£20.65	Asking
49	50-59 Welby St	★★★☆☆	406	GRND	28/05/2021	New Lease	£19.58	Asking
50	32 High St	★★★☆☆	625	GRND	20/05/2021	New Lease	£46.80/fri	Effective

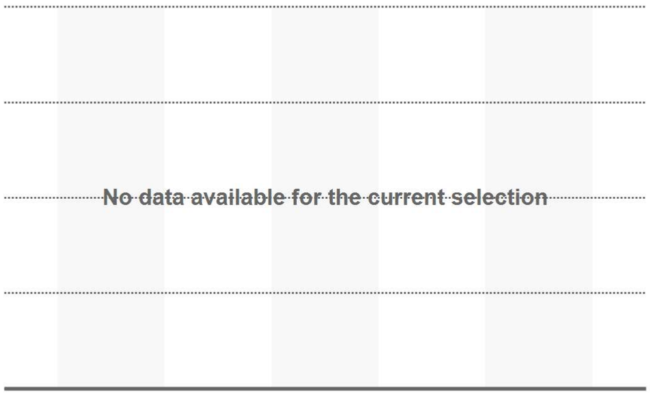
Rents

Asking Rent Per SF	Achieved Rent Per SF	Net Effective Rent Per SF	Avg. Rent Free Months
£16.06	£10.81	£11.37	1.3

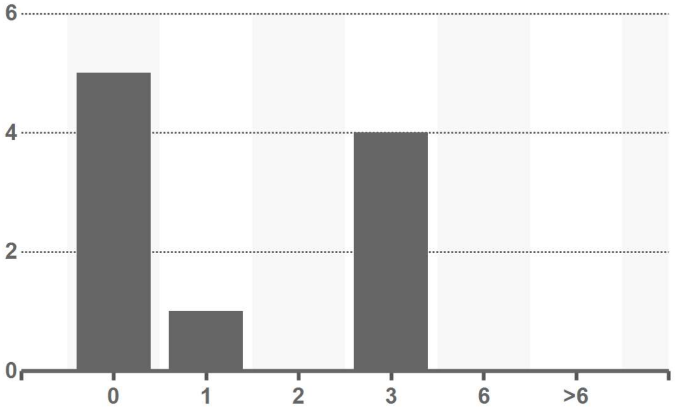
DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT



DEALS BY ASKING RENT DISCOUNT



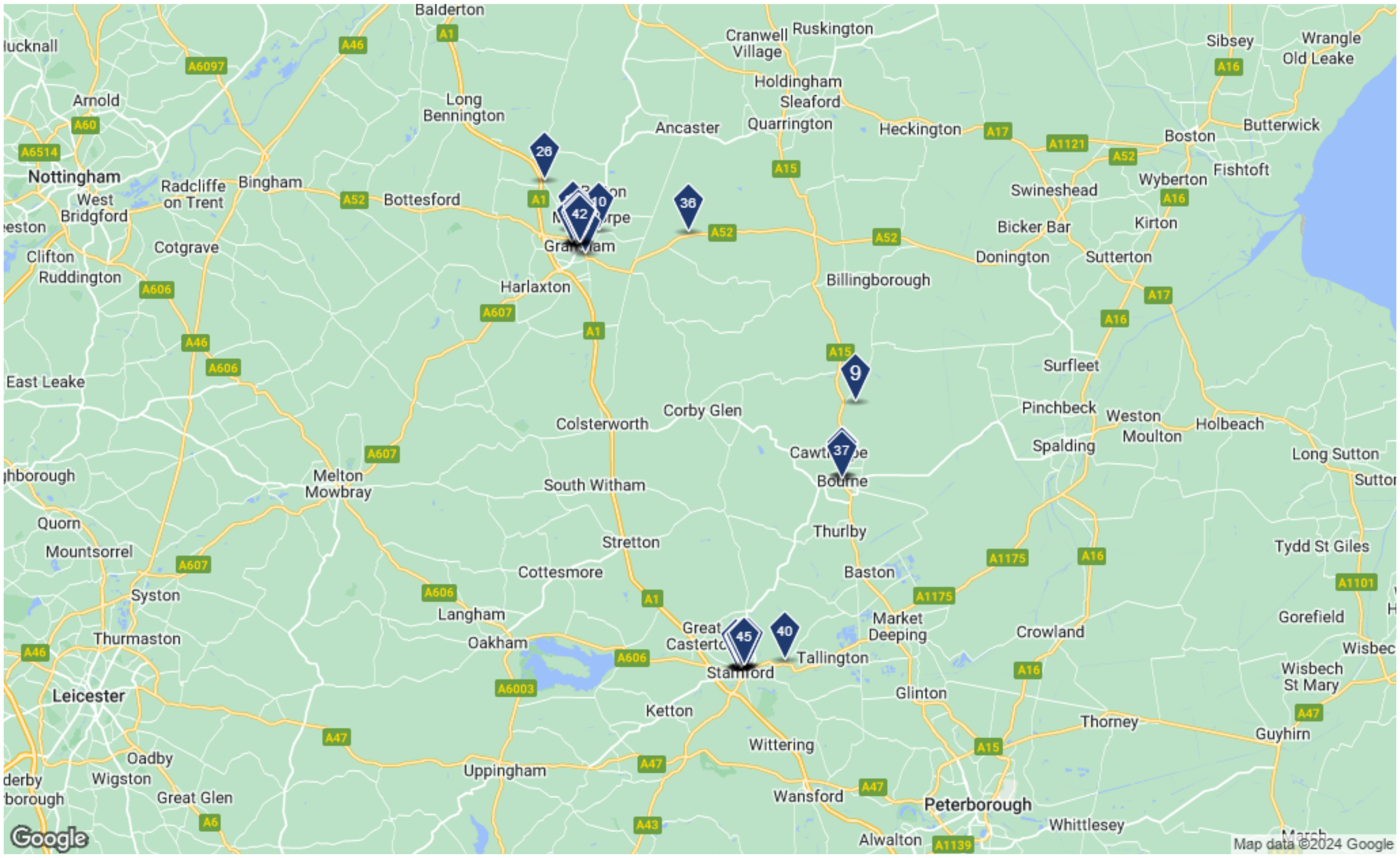
DEALS BY RENT FREE MONTHS



Sale Comps Map & List Report

Sale Comparables	Avg. NI Yield	Avg. Price/Sq ft	Avg. Vacancy At Sale
45	8.9%	£175	-

SALE COMPARABLES LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	£42,000	£1,342,380	£997,103	£7,100,000
Price Per Sq ft	£17	£175	£106	£698
NI Yield	5.2%	8.9%	7.5%	15.3%
Time Since Sale in Months	1.0	32.5	29.0	59.0

Property Attributes	Low	Average	Median	High
Building Sq ft	179 SF	8,118 SF	3,563 SF	58,000 SF
Floors	1	2	2	5
Typical Floor	179 SF	5,946 SF	1,754 SF	33,963 SF
Vacancy Rate at Sale	-	-	-	-
Year Built	1786	1926	1926	2010
Star Rating	★★☆☆☆	★★★☆☆ 2.7	★★★☆☆ 3.0	★★★☆☆

Sale Comps Map & List Report

		Property				Sale			
	Property Name - Address	**Type**	**Yr Built**	**Size**	**Vacancy**	**Sale Date**	**Price**	**Price/Sq ft**	**NI Yield**
1	40-41 St. Peters Hl Grantham, NG31	Retail Building ★★☆☆☆	1990	2,618 SF	-	06/11/2023	Price Not Disclosed	-	-
2	12-13 Westgate Grantham, NG31 6LT	Storefront ★★★☆☆	1893	6,800 SF	-	26/10/2023	£360,000	£53/Sq ft	-
3	21B-22 Wharf Rd Grantham, NG31 6BG	Storefront ★★★☆☆	1927	1,040 SF	-	14/03/2023	Price Not Disclosed	-	5.9%
4	24 Westgate Grantham, NG31 6LX	Storefront Retail/Residential ★★☆☆☆	1926	1,414 SF	-	13/03/2023	Price Not Disclosed	-	-
5	50-51 Broad St Stamford, PE9 1PX	Storefront Retail/Residential ★★★☆☆	1800	749 SF	-	09/03/2023	Price Not Disclosed	-	5.2%
6	28 St. Leonards St Stamford, PE9 2HL	Storefront Retail/Residential ★★☆☆☆	1900	533 SF	-	15/12/2022	Price Not Disclosed	-	-
7	15-16 Finkin St Grantham, NG31 6QZ	Storefront ★★★☆☆	1980	7,015 SF	-	01/11/2022	£283,724 Part of Portfolio	£40/Sq ft	7.2%
8	20-20A High St Grantham, NG31 6PH	Storefront Retail/Residential ★★★☆☆	1900	2,509 SF	-	01/11/2022	£114,276 Part of Portfolio	£46/Sq ft	7.2%
9	The Hare & Hounds 2 West Rd Bourne, PE10 0UZ	Bar/Nightclub ★★★☆☆	1870	3,000 SF	-	22/07/2022	£265,000	£88/Sq ft	-
10	185 New Beacon Rd Grantham, NG31 9LJ	Storefront ★★★☆☆	1983	556 SF	-	27/06/2022	£49,200	£88/Sq ft	15.3%
11	Office Unit 46 High St Grantham, NG31 6NE	Retail ★★★☆☆	1960	206 SF	-	10/03/2022	£42,000 Unit Sale	£204/Sq ft	-
12	The Old School House... Station Rd Grantham, NG31 6HX	Storefront ★★☆☆☆	1984	19,351 SF	-	21/01/2022	£895,000	£46/Sq ft	-

Sale Comps Map & List Report

		Property				Sale			
Property Name - Address		Type	Yr Built	Size	Vacancy	Sale Date	Price	Price/Sq ft	NI Yield
13	Augustin Retail Park Sankt Augustin Way Grantham, NG31 6TN	Storefront ★★★☆☆	2000	32,558 SF	-	04/10/2021	£3,800,000	£117/Sq ft	-
14	60 High St Stamford, PE9 2AW	Storefront ★★★☆☆	1921	20,727 SF	-	23/09/2021	£1,502,500	£72/Sq ft	7.5%
15	2 Guildhall St Grantham, NG31 6NN	Storefront ★★★☆☆	1990	10,798 SF	-	18/09/2021	£557,500	£52/Sq ft	-
16	33 London Rd Grantham, NG31 6EX	Storefront ★★★☆☆	1900	2,820 SF	-	13/09/2021	£120,000	£43/Sq ft	-
17	15 Vine St Grantham, NG31 6RQ	Storefront ★★★☆☆	1996	1,253 SF	-	10/09/2021	Price Not Disclosed	-	-
18	Smith's of Bourne 25 North St Bourne, PE10 9AE	Bar/Nightclub ★★★☆☆	1930	4,000 SF	-	15/08/2021	£1,329,470 Part of Portfolio	£332/Sq ft	-
19	Jubilee Garage 30 North St Bourne, PE10 9AB	Bar/Nightclub ★★☆☆☆	1950	3,000 SF	-	15/08/2021	£997,103 Part of Portfolio	£332/Sq ft	-
20	4 St Marys St Stamford, PE9 2DE	Storefront ★★★☆☆	1800	2,336 SF	-	01/08/2021	Price Not Disclosed	-	-
21	66 High St Stamford, PE9 2AW	Storefront ★★★☆☆	1870	7,305 SF	-	27/07/2021	£1,625,000	£222/Sq ft	-
22	Grantham Retail Park Gonerby Rd Grantham, NG31 8HX	Retail ★★★☆☆	1990	31,172 SF	-	05/07/2021	£1,866,112 Part of Portfolio	£60/Sq ft	10.9%
23	Grantham Retail Park Gonerby Rd Grantham, NG31 8HX	Retail ★★★☆☆	1990	26,919 SF	-	05/07/2021	£1,639,498 Part of Portfolio	£61/Sq ft	10.9%
24	39 St. Peters Hl Grantham, NG31 6QF	Storefront ★★★☆☆	1956	1,778 SF	-	06/05/2021	£250,000	£141/Sq ft	-

Sale Comps Map & List Report

		Property				Sale			
Property Name - Address		**Type**	**Yr Built**	**Size**	**Vacancy**	**Sale Date**	**Price**	**Price/Sq ft**	**NI Yield**
25	4 High St Stamford, PE9 2AL	Bank ★★★☆☆	1880	2,090 SF	-	29/03/2021	Price Not Disclosed	-	-
26	Grantham North… Service Area, A1 Grantham, NG32 2AB	Quick Service ★★★☆☆	1983	16,138 SF	-	19/02/2021	£6,481,625 Part of Portfolio	£402/Sq ft	-
27	Retail/Restaurant Unit London Rd Grantham, NG31 6HR	Restaurant ★★☆☆☆	2005	3,520 SF	-	01/12/2020	Price Not Disclosed	-	-
28	The George Shopping… George St Grantham, NG31 6LH	Storefront Retail/Office ★★★☆☆	1786	58,000 SF	-	26/11/2020	£1,010,000	£17/Sq ft	14.1%
29	Marshall Nissan… Dysart Rd Grantham, NG31 7DD	Auto Dealership ★★☆☆☆	-	7,336 SF	-	30/10/2020	Price Not Disclosed Part of Portfolio	-	-
30	37 High St Grantham, NG31 6PH	Storefront Retail/Residential ★★☆☆☆	1905	528 SF	-	19/09/2020	Price Not Disclosed	-	-
31	19 North St Bourne, PE10 9AE	Storefront ★★★☆☆	1970	1,652 SF	-	14/09/2020	£175,000	£106/Sq ft	-
32	Waitrose West St Stamford, PE9 2SW	Freestanding ★★★☆☆	2010	27,761 SF	-	11/08/2020	£7,100,000	£256/Sq ft	5.7%
33	52 High St Stamford, PE9 2YH	Bank ★★★☆☆	1920	4,944 SF	-	24/03/2020	£2,000,000	£405/Sq ft	-
34	6 North St Grantham, NG31 6NU	Storefront Retail/Residential ★★☆☆☆	1890	630 SF	-	06/03/2020	£51,000	£81/Sq ft	-
35	Blue Bull 64 Westgate Grantham, NG31 6LA	Bar/Nightclub ★★☆☆☆	1900	1,668 SF	-	19/12/2019	Price Not Disclosed	-	-
36	Roman Garage Bridge End Rd Grantham, NG32 3AD	Auto Dealership ★★☆☆☆	1950	3,960 SF	-	19/12/2019	Price Not Disclosed	-	9.5%

Sale Comps Map & List Report

	Property				Sale			
Property Name - Address	**Type**	**Yr Built**	**Size**	**Vacancy**	**Sale Date**	**Price**	**Price/Sq ft**	**NI Yield**
37 6 South St Bourne, PE10 9LT	Storefront Retail/Residential ★★★☆☆	1900	179 SF	-	23/11/2019	£125,000	£698/Sq ft	-
38 The Stamford Post 7 Sheep Market Stamford, PE9 2QZ	Bar/Nightclub ★★★☆☆	1910	5,217 SF	-	17/09/2019	£1,695,000	£325/Sq ft	-
39 95 Westgate Grantham, NG31 6LE	Storefront Retail/Residential ★★★☆☆	1926	7,031 SF	-	01/08/2019	Price Not Disclosed	-	-
40 47 Main Rd Stamford, PE9 4SN	Bar/Nightclub ★★★☆☆	1865	3,563 SF	-	01/07/2019	Price Not Disclosed	-	-
41 8 St Marys St Stamford, PE9 2DE	Storefront ★★☆☆☆	1789	2,110 SF	-	11/06/2019	Price Not Disclosed	-	-
42 52 High St Grantham, NG31 6NE	Storefront ★★★☆☆	1971	12,080 SF	-	27/03/2019	£570,000	£47/Sq ft	11.9%
43 52 High St Stamford, PE9 2YH	Bank ★★★☆☆	1920	4,944 SF	-	19/03/2019	£1,100,000	£222/Sq ft	-
44 62 High St Stamford, PE9 2AW	Retail ★★★☆☆	1900	6,560 SF	-	18/02/2019	£1,675,000	£255/Sq ft	5.8%
45 44 High St Stamford, PE9 2BD	Storefront ★★★☆☆	1960	4,930 SF	-	31/01/2019	£1,250,000	£254/Sq ft	7.5%

Quick Stats Report

Comps Statistics

	Low	Average	Median	High	Count
Office					
Sale Price	£42,000	£42,000	£42,000	£42,000	1
NIA	206 SF	206 SF	206 SF	206 SF	1
Price per SF	£203.88	£203.88	£203.88	£203.88	1
Net Initial Yield	-	-	-	-	-
Days on Market	-	-	-	-	-
Sale Price to Asking Price Ratio	-	-	-	-	-
General Retail					
Sale Price	£49,200	£1,388,822	£1,003,552	£7,100,000	28
Centre Size	179 SF	8,298 SF	3,762 SF	58,000 SF	44
Price per SF	£17.41	£120.27	£97.21	£698.32	28
Net Initial Yield	5.68%	9.24%	7.50%	15.33%	9
Days on Market	11	228	211	787	23
Sale Price to Asking Price Ratio	73.33%	95.13%	94.30%	123.00%	10

Totals

Sold Transactions	Total Sales Volume:	£38,929,008	Total Sales Transactions:	45

Survey Criteria

basic criteria: Type of Property - Retail; Sale Date - from 04/01/2019; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes

geography criteria: Submarket - South Kesteven (Lincoln)

Appendix 9 – Land – Price Paid Data

Planning Ref	Site	Date approved	Brief Description	ha	All Units	Affordable Units	Affordable %	LR Title	Date Sold	Price Paid	Notes	£/ha	£/unit
S19/0443	Land Off , Linchfield Road, Deeping St. James, PE6 8TD	19/09/2019	Erection of 76 dwellings (reserved matters pursuant to S17/2466 - landscaping, layout, appearance and scale -	5.2	76	29	38.16%	LL389169	04-Feb-19	£4,692	Linden Ltd	£902	£62
S18/2111	153 Eastgate Deeping St James Lincolnshire PE6 8RB	29-Oct-19	Demolition of 2 existing dwellings and erection of 12 dwellings	1.2	12	0	0.00%	LL139291	29-Jan-21	£675,000	Alston Country Homes Ltd	£562,500	£56,250
S19/1056	Land South Of Barrowby Road, Grantham, Lincolnshire	21-Oct-19	Reserved Matters (Layout, appearance, scale and landscaping) pursuant to s14/3571	13.8	300	105	35.00%	LL398247	31-Jan-20	£5,750,000	Countryside Properties Ltd, + VAT	£416,667	£19,167
S20/0368	Land At Elsea Park Bourne - Zone 8,	16-Sep-20	Reserved matters application for 384 dwellings and associated infrastructure pursuant to SK.94/0125/12	17.3	384	40	10.42%	LL402888	19-Nov-20	£13,650,000	BDW Trading Ltd, + VAT	£789,017	£35,547
S19/2140	Land East Of Low Road , Barrowby	07-Dec-20	Approval of Reserved Matters for appearance, landscaping, layout and scale for 49 dwellings following grant of Outline Permission S18/0093	2.2	49	49	100.00%	LL406041	30-Mar-20	£1,750,000	Platform Housing Ltd	£795,455	£35,714
S19/0740	Land At Bourne Road , Bourne, Morton	19-Jan-21	Construction of 22 dwellings and associated infrastructure (All 22 dwellings to be classed as 'Entry Level' Affordable Housing Units)	0.9	22	22	100.00%	LL333401	18-Oct-21	£350,000	Allison Homes Ltd. Between £200,001 and £500,000	£388,889	£15,909
S20/0603	Land Off Falcon Way, Bourne	05-Feb-21	Reserved Matters application relating to siting, design, external appearance, means of access or landscaping in connection with planning application S16/2285 for the erection of 19 dwellings	0.3	19		0.00%	LL289837	21-Jun-19	£400,000	EFR Construction Ltd	£1,333,333	£21,053
S20/1235	Land Off , Linchfield Road, Deeping St. James, PE6 8TA	10-Mar-21	Reserved matters application for approval of details relating to landscaping, layout, appearance and scale (phase 2) in connection with outline residential development of up to 145 dwellings with primary access of Linchfield Road and secondary access o	1.8	69	24	34.78%	LL389169			No PPD		
S18/1457	Land To The North Of Longcliffe Road, Grantham, Lincolnshire	01-Apr-21	relating to appearance, landscaping, layout and scale for 480 residential units pursuant to outline permission	40.3	480	144	30.00%	LL132380 LL319113	No Dates	No prices	Optioned by HPC Developments Ltd, No		
S21/0113	Land South Of Harvey Close And West Of Wincanton Way, Bourne, PE10 9PQ	01-Apr-21	external appearance, layout, scale, and landscaping, with associated open space and infrastructure for the erection of 373 new dwellings, pursuant to Outline	12.6	373	37	9.92%	LL408386	08-Jun-21	£14,002,422	Bellway Homes Ltd, + VAT	£1,111,303	£37,540
S19/1784	Land East Of Folkingham Road, Morton, PE10 0NR	02-Jul-21	Outline application including details of new vehicular access for up to 71 dwellings, public open space and	5.1	71	21	29.58%	LL304662 LL356678	No Date, 24-Mar-15		All owned by Lincolnshire County		
S19/2235	Land Adjacent Fire Station, Off Bourne Road, Corby Glen	03-Aug-21	Residential development of 66 dwellings with associated infrastructure, access and open space	2.6	66	20	30.30%	LL353406	28-Sep-21	£1,080,000	Allison Homes Ltd	£415,385	£16,364
S20/1169	Land North Of Wilsford Lane, Ancaster	14-Oct-21	Erection of up to 96 dwellings (access to be considered only).	3.8	96	29	30.21%	LL410990	08-Dec-21	£1,625,000	Bellway Homes Ltd	£427,632	£16,927
S21/0676	Old Langtoft Gravel Pit Land To South Of Stowe Road, Langtoft ,	08/11/2021	Erection of 35 dwellings (Reserved Matters application relating to Layout; Scale; Appearance; Access; and Landscaping of Outline permission S17/1900)	2.7	35	12	34.29%	LL412412	04-Feb-22	£2,100,000	Ashley King Developments Ltd	£777,778	£60,000

S19/0338	Bridge End Road, Grantham, Lincolnshire, NG31 7TS, ,	29/11/2021	Residential development (up to 205 dwellings)	8.1	205	72	35.12%	LL117246	23-Mar-95		No PPD		
S18/1557	The Grantham Church High School , Queensway, Grantham, NG31 9RA	13/12/2021	existing school site to provide 40 dwelling units and associated garaging with approval being sought for	1.3	40	8	20.00%	LL415735	15-Jul-22	£1,620,000	MYPAD 2020 Ltd	£1,246,154	£40,500
S21/0415	Land To The North Of Doddington Lane, Claypole	14/12/2021	Erection of 16 affordable dwellings and associated infrastructure.	0.6	16	16	100.00%	LL411851	15-Dec-21	£159,500	Lindum Group Ltd	£265,833	£9,969
S21/0938	Land To The North Of Uffington Road,, Stamford, PE9 1TX	21/01/2022	Erection of 200 dwellings with associated infrastructure and landscaping	5.8	200	127	63.50%	LL223565	22-Jan-03		Owned by William Morrisons Supermarket Ltd Land Registry plot is larger than planning		
S21/1210	Ferndale House , Swinstead Road, Corby Glen, NG33 4NU	10/02/2022	layout and scale details relating to outline permission S18/0452 (Residential Development)	1.4	35	35	100.00%	LL409245	30-Sep-21	£900,000	Nottingham Community Housing	£642,857	£25,714
S19/1475	Land Off Cherryholt Road , Cherryholt Road, Stamford, PE9 2EP	07/04/2022	Erection of 31 affordable dwellings and associated works including access and landscaping.	0.8	31	31	100.00%	LL234801	14-Jan-14		Beneficiary Longhurst & Havelock Homes Ltd,		
S18/0904	Land At Manning Road , Bourne, ,	27/04/2022	Erection of 121 dwellings and associated infrastructure.	4.5	121	36	29.75%	LL418167	14-Oct-22	£2,452,700	Allison Homes Ltd	£545,044	£20,270
S20/0775	Land West Of Main Road, Long Bennington	13/05/2022	Erection of up to 50 dwellings (access to be considered only)	2.2	50	18	36.00%	LL129246	03-May-96		No PPD		
S21/0655	Land West Of Main Road , Long Bennington,	07/07/2022	Development of 43 affordable dwellings and associated infrastructure	1.6	43	43	100.00%	LL415637	18-Jul-22	£2,238,727	Nottingham Community Housing	£1,399,204	£52,063
S21/1841	Land South Of Bourne Road, North Of Swinstead Road , Corby Glen,	28/07/2022	Erection of 199 dwellings with associated infrastructure, access and open space	8.4	199	60	30.15%	LL415545	29-Jun-22	£4,300,000	BDW Trading Ltd + VAT	£511,905	£21,608
S21/1906	Land West Off A1 And North Of Bourne Road, Colsterworth	14/09/2022	Reserved matters for appearance, layout, scale and access for the erection of 70 dwellings following Outline permission S18/2379.	4.4	70	16	22.86%	LL418394	18-Nov-22	£2,200,000	Balfour Beatty Group Ltd	£500,000	£31,429
S21/1045	1 Station Approach, Ancaster, NG32 3QY	11/10/2022	Residential development of 30 dwellings	0.6	30	9	30.00%	LL268539 LL152911	20-Dec-22	£810,000	Beneficiary GHP trading Ltd	£1,350,000	£27,000
S22/1116	Spittlegate Farm , Gorse Lane, Grantham, NG31 7UF	12/01/2023	appearance, landscaping, layout and scale for 17(no) dwellings for over 55s pursuant to outline planning	0.5	17	7	41.18%	LL399185 LL342239	13-Mar-20	£891,889	Invicta Developments Ltd	£1,783,778	£52,464
S16/2816	Land At Rectory Farm, Grantham	17/01/2023	Residential development (228 dwellings) formation of public open space provision of access and associated drainage and engineering works.	8.8	228	48	21.05%	LL174214	17-May-16		Lincoln Diocesan Trust Jelson Homes 16/2810? Beneficiary Linden Ltd. All a bit unclear, No		
S21/2094	20 And 20B Swinegate, Grantham, Lincolnshire, NG31 6RJ,	01/03/2023	no. flats with communal facilities and parking including demolition of an outbuilding listed by curtilage to 44-46	0.3	20	4	20.00%	LL272860 LL203314	10-Oct-18	£305,000	Owned by South Kesteven Council	£1,016,667	£15,250

Appendix 10 – CoStar Land Value Data

The pages in this appendix are not numbered.

Sale Comps Map & List Report

Sale Comparables	Avg. NI Yield	Avg. Price/Sq ft	Avg. Vacancy At Sale
56	13.1%	£19	-

SALE COMPARABLES LOCATIONS

SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	£165,000	£2,865,123	£1,350,000	£16,425,000
Price Per Sq ft	£1	£19	£6	£231
NI Yield	13.1%	13.1%	13.1%	13.1%
Time Since Sale in Months	4.0	20.9	22.0	35.0

Property Attributes	Low	Average	Median	High
Building Sq ft	35,402 SF	35,402 SF	35,402 SF	35,402 SF
Floors	2	2	2	2
Typical Floor	30,000 SF	30,000 SF	30,000 SF	30,000 SF
Vacancy Rate at Sale	-	-	-	-
Year Built	1997	1997	1997	1997
Star Rating	★★☆☆☆	★★☆☆☆ 2.4	★★☆☆☆ 2.0	★★★☆☆

Sale Comps Map & List Report

		Property				Sale			
	Property Name - Address	**Type**	**Yr Built**	**Size**	**Vacancy**	**Sale Date**	**Price**	**Price/Area**	**NI Yield**
1	Land at Old Main… Old Main -1 Boston, PE20 2BU	Land	-	0.57 AC	-	15/08/2023	£375,000	£657,900/AC	-
2	Multi-Property Sale Melton Commercial… Melton Mowbray, LE14…	Land	-	0.6 AC	-	01/08/2023	Price Not Disclosed Part of Portfolio	-	-
3	Melton Commercial… Welby Rd LE14 3JL	Land ★★☆☆☆	-	0.6 AC	-	01/08/2023	Price Not Disclosed Part of Portfolio	-	-
4	Melton Commercial… Welby Rd Melton Mowbray, LE14…	Land ★★☆☆☆	-	0.6 AC	-	01/08/2023	Price Not Disclosed Part of Portfolio	-	-
5	Melton Commercial… Welby Rd Melton Mowbray, LE14…	Land ★★☆☆☆	-	0.6 AC	-	01/08/2023	Price Not Disclosed Part of Portfolio	-	-
6	Melton Commercial… Melton Commercial… Melton Mowbray, LE14…	Land ★★☆☆☆	-	0.6 AC	-	01/08/2023	Price Not Disclosed Part of Portfolio	-	-
7	Melton Commercial… Welby Rd Melton Mowbray, LE14…	Land ★★☆☆☆	-	0.6 AC	-	01/08/2023	Price Not Disclosed Part of Portfolio	-	-
8	Multi-Property Sale Brunel Dr Newark, NG24 2EG	Land ★★★☆☆	-	5.309 AC	-	30/06/2023	Price Not Disclosed Part of Portfolio	-	-
9	Phase 5 Ollerton Rd Mansfield, NG21 9PS	Land ★★★☆☆	-	6.2 AC	-	28/06/2023	Price Not Disclosed Part of Portfolio	-	-
10	Phase 3 Ollerton Rd Mansfield, NG21 9TA	Land	-	7.0 AC	-	28/06/2023	Price Not Disclosed Part of Portfolio	-	-
11	Birtish Car Auctions Boongate Peterborough, PE1 5XB	Service ★★★☆☆	1997	8.64 AC	-	15/05/2023	£8,186,779 Part of Portfolio	£947,545/AC	13.1%
12	Potternhanworth Rd Lincoln, LN41 DB	Land	-	3.23 AC	-	11/04/2023	£165,000	£51,084/AC	-

Sale Comps Map & List Report

	Property				Sale			
Property Name - Address	**Type**	**Yr Built**	**Size**	**Vacancy**	**Sale Date**	**Price**	**Price/Area**	**NI Yield**
13 Development Land Great North Rd Stamford, PE9 4AD	Land	-	0.63 AC	-	16/03/2023	Price Not Disclosed	-	-
14 Morpeth Close Peterborough, PE2 7JU	Land	-	7.963 AC	-	18/11/2022	£4,750,000	£596,537/AC	-
15 Re-Development Site Boston Rd Kirton, PE20 1DR	Land ★★☆☆☆	-	0.5 AC	-	18/11/2022	£210,000	£420,000/AC	-
16 Eyebury Rd Peterborough, PE1 5YP	Land ★★★☆☆	-	5.43 AC	-	15/08/2022	£1,500,000	£276,243/AC	-
17 Queensway Grantham, NG31 9RA	Land ★★☆☆☆	-	3.223 AC	-	15/07/2022	£1,350,000	£418,828/AC	-
18 Delta Park Shrewsbury Av Peterborough, PE2	Land	-	30.0 AC	-	11/07/2022	£16,425,000	£547,500/AC	-
19 Fernwood Business… Newark, NG24 3JP	Land ★★☆☆☆	-	4.56 AC	-	01/05/2022	Price Not Disclosed	-	-
20 Eaking Rd Newark, NG22 8PZ	Land ★★★☆☆	-	9.8 AC	-	14/04/2022	Price Not Disclosed	-	-
21 Toot Ln Boston, PE21 0NG	Land ★★★☆☆	-	18.0 AC	-	08/03/2022	Price Not Disclosed Part of Portfolio	-	-
22 27 Toot Ln Boston, PE21 0PT	Land ★★☆☆☆	-	9.74 AC	-	08/03/2022	Price Not Disclosed Part of Portfolio	-	-
23 Benner Rd Spalding, PE11 3TZ	Land ★★★☆☆	-	21.04 AC	-	01/03/2022	Price Not Disclosed	-	-
24 G Park Jessop Way Newark, NG24 2FD	Land ★★★☆☆	-	39.0 AC	-	25/02/2022	Price Not Disclosed	-	-

Sale Comps Map & List Report

		Property				Sale			
	Property Name - Address	**Type**	**Yr Built**	**Size**	**Vacancy**	**Sale Date**	**Price**	**Price/Area**	**NI Yield**
25	Uffington Rd Stamford, PE9 2FT	Land ★★☆☆☆	-	3.292 AC	-	24/01/2022	£6,360,000	£1,932,071/AC	-
26	Fleet Rd Spalding, PE12 7BE	Land	-	9.206 AC	-	03/12/2021	£1,332,000	£144,687/AC	-
27	293 Bowbridge Rd Newark, NG24 4EQ	Land ★★★☆☆	-	6.1 AC	-	02/11/2021	£1,900,000	£311,475/AC	-
28	Development Site 3 Main Rd Lincoln, LN4 1AT	Land ★★☆☆☆	-	0.14 AC	-	27/09/2021	£195,000	£1,392,949/AC	-
29	Delta Park Shrewsbury Av Peterborough, PE2	Land	-	30.6 AC	-	26/08/2021	£9,094,050	£297,191/AC	-
30	Industrial Develop… Bowbridge Ln Newark, NG24 3BY	Land ★★★☆☆	-	5.0 AC	-	23/08/2021	£450,000	£90,000/AC	-
31	Wardentree Ln Spalding, PE11 3UY	Land ★★☆☆☆	-	3.28 AC	-	01/06/2021	£465,000	£141,768/AC	-
32	28 Acres Boston Rd Spalding, PE12 7PT	Land ★★☆☆☆	-	28.0 AC	-	15/04/2021	£2,000,000	£71,429/AC	-
33	Donnington Road Boston, PE20 1NX	Land ★★☆☆☆	-	2.12 AC	-	22/03/2021	£450,000	£212,265/AC	-
34	Plot 5 Eakring Rd Newark, NG22 8ST	Land ★★☆☆☆	-	4.1 AC	-	15/03/2021	Price Not Disclosed Part of Portfolio	-	-
35	Plot 4 Eakring Rd Newark, NG22 8ST	Land ★★☆☆☆	-	5.05 AC	-	15/03/2021	Price Not Disclosed Part of Portfolio	-	-
36	Oundle Rd Peterborough, PE2 9AY	Land	-	3.88 AC	-	01/03/2021	£3,800,000	£979,380/AC	-

Sale Comps Map & List Report

	Property				Sale			
Property Name - Address	**Type**	**Yr Built**	**Size**	**Vacancy**	**Sale Date**	**Price**	**Price/Area**	**NI Yield**
37 Plot 2 Norwell Rd Newark, NG23 6AP	Land	-	0.45 AC	-	22/02/2021	Price Not Disclosed Part of Portfolio	-	-
38 Plot 1 Norwell Rd Newark, NG23 6AP	Land	-	0.45 AC	-	22/02/2021	Price Not Disclosed Part of Portfolio	-	-
39 Haulage Yard Enterprise Way Pinchbeck, PE11 3YR	Land	-	2.0 AC	-	19/02/2021	Price Not Disclosed	-	-
40 Kingston Park com… Flaxley Rd Peterborough, PE7 3PT	Land ★★☆☆☆	-	21.15 AC	-	15/02/2021	Price Not Disclosed	-	-
41 2 South Fen Bourne, PE10 0DL	Land	-	1.68 AC	-	01/02/2021	£225,000	£133,928/AC	-
42 Land to the South of Oundle Rd Peterborough, PE2 6XE	Land ★★☆☆☆	-	13.51 AC	-	21/01/2021	Price Not Disclosed	-	-
43 Plot 7 Eakring Rd Newark, NG22 8ST	Land ★★★☆☆	-	2.941 AC	-	09/01/2021	Price Not Disclosed Part of Portfolio	-	-
44 Plot 1 - Bilsthorpe… Eakring Rd Newark, NG22 8ST	Land ★★☆☆☆	-	3.7 AC	-	09/01/2021	Price Not Disclosed Part of Portfolio	-	-
45 Plot 6 Eakring Rd Newark, NG22 8ST	Land ★★★☆☆	-	3.112 AC	-	09/01/2021	Price Not Disclosed Part of Portfolio	-	-
46 Development Land Wainfleet Rd Boston, PE21 9RW	Land ★★☆☆☆	-	23.72 AC	-	-	£3,500,000	£147,555/AC	-
47 Land Barholm Rd Stamford, PE9 4RJ	Land	-	21.56 AC	-	-	£1,750,000	£81,169/AC	-
48 Residential Develop… Milestone Ln Spalding, PE11 3XX	Land ★★☆☆☆	-	4.62 AC	-	-	£950,000	£205,628/AC	-

Sale Comps Map & List Report

	Property				Sale			
Property Name - Address	**Type**	**Yr Built**	**Size**	**Vacancy**	**Sale Date**	**Price**	**Price/Area**	**NI Yield**
49 Development Site Waldentree Ln Spalding, PE11 3ZN	Land ★★☆☆☆	-	3.28 AC	-	-	£465,000	£141,768/AC	-
50 Plot I, The Quadrant Boston, PE21 7HW	Land ★★★☆☆	-	1.6 AC	-	-	Price Not Disclosed	-	-
51 Former Bishops Court… 2 Newlands Av Newark, NG22 9JQ	Land	-	1.91 AC	-	-	Price Not Disclosed	-	-
52 Cross Ln Newark, NG24 3JP	Land	-	4.56 AC	-	-	Price Not Disclosed	-	-
53 North Rd Newark, NG23 6HT	Land	-	7.98 AC	-	-	Price Not Disclosed	-	-
54 11 Winchester Dr Melton Mowbray, LE13…	Land ★★★☆☆	-	1.83 AC	-	-	Price Not Disclosed	-	-
55 Silver Hill Hl Peterborough, PE7 8BD	Land ★★☆☆☆	-	3.64 AC	-	-	Price Not Disclosed	-	-
56 West Rufford Colliery… Mansfield, NG21 0HR	Land ★★☆☆☆	-	16.51 AC	-	-	Price Not Disclosed	-	-

Comps Statistics

	Low	Average	Median	High	Count
Industrial					
Price					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	£8,186,779	£8,186,779	£8,186,779	£8,186,779	1
NIA					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	35,402 SF	35,402 SF	35,402 SF	35,402 SF	1
Price per SF					
For Sale & UC/Pending	-		-	-	-
Sold Transactions	£231.25	£231.25	£231.25	£231.25	1
Net Initial Yield					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	-	-	-	-	-
Days on Market					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	-	-	-	-	-
Sale Price to Asking Price Ratio					
Sold Transactions	-	-	-	-	-
Land					
Price					
For Sale & UC/Pending	£465,000	£1,666,250	£1,350,000	£3,500,000	4
Sold Transactions	£165,000	£2,835,892	£1,341,000	£16,425,000	18
Parcel Size					
For Sale & UC/Pending	1.60 AC	8.29 AC	4.56 AC	23.72 AC	11
Sold Transactions	0.14 AC	7.40 AC	3.79 AC	39 AC	44
Price per Acre					
For Sale & UC/Pending	£81,169	£125,329	£144,662	£205,628	4
Sold Transactions	£51,084	£353,970	£304,333	£1,932,071	18
Days on Market					
For Sale & UC/Pending	23	611	317	1,575	11
Sold Transactions	6	617	418	2,203	20
Sale Price to Asking Price Ratio					
Sold Transactions	84.02%	96.24%	95.45%	112.50%	6

Totals

For Sale & UC/Pending	Asking Price Total:	£6,665,000	Total For Sale Transactions:	11
Sold Transactions	Total Sales Volume:	£59,232,829	Total Sales Transactions:	45
	Total Included in Analysis:	£65,897,829	Total Included in Analysis:	56

Survey Criteria

Quick Stats Report

	Low	Average	Median	High	Count

basic criteria: Type of Property - Land; Sale Date - from 04/01/2021; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes

geography criteria: Submarket - Boston (Lincoln), Melton (Leicester), Newark & Sherwood (Nottingham), North Kesteven (Lincoln), Peterborough Fringe (Peterborough), Rutland (Leicester), South Holland (Lincoln), South Kesteven (Lincoln)

Appendix 11 – BCIS Data

Results	Rebased to South Kesteven (100; sample 21) Edit
£/M2 STUDY	
Description:	Rate per m2 gross internal floor area for the building Cost including prelims.
Last updated:	30/12/2023

Building function	**£/m² gross internal floor area**					
	Mean	**Lowest**	**Lower quartiles**	**Median**	**Upper quartiles**	**Highest**
282. Factories						
Generally (20)	1,272	289	722	1,048	1,505	4,734
Up to 500m2 GFA (20)	1,596	1,021	1,162	1,352	2,001	2,732
500 to 2000m2 GFA (20)	1,364	289	773	1,217	1,479	4,734
Over 2000m2 GFA (20)	1,064	515	645	862	1,162	2,744
282.1 Advance factories						
Generally (15)	1,087	621	855	1,048	1,329	1,599
Up to 500m2 GFA (15)	1,253	1,024	1,048	1,243	1,352	1,599
500 to 2000m2 GFA (15)	1,179	785	1,041	1,260	1,362	1,404
Over 2000m2 GFA (15)	811	621	696	822	866	1,047
284. Warehouses/stores						
Generally (15)	1,117	432	667	877	1,221	4,977
Up to 500m2 GFA (15)	2,002	726	1,109	1,412	2,386	4,977
500 to 2000m2 GFA (15)	976	508	723	890	1,121	1,772
Over 2000m2 GFA (15)	794	432	626	664	902	1,649
284.1 Advance warehouses/stores (15)	887	447	713	1,014	1,086	1,149
284.2 Purpose built warehouses/stores						
Generally (15)	1,174	432	675	876	1,310	4,977
Up to 500m2 GFA (15)	2,308	726	1,374	1,801	2,931	4,977
500 to 2000m2 GFA (15)	962	508	702	876	1,095	1,772
Over 2000m2 GFA (15)	790	432	640	704	973	1,295
284.5 Cold stores/refrigerated stores (30)	1,399	804	1,064	1,218	1,870	2,052
320. Offices						
Generally (15)	2,428	1,134	1,727	2,271	2,827	5,637
Air-conditioned						
Generally (15)	2,297	1,349	1,965	2,221	2,659	3,960
1-2 storey (15)	2,260	1,349	1,956	2,026	2,271	3,960
3-5 storey (15)	2,295	1,545	1,935	2,176	2,697	3,077
6 storey or above (20)	2,570	1,965	2,308	2,448	2,646	3,696
Not air-conditioned						
Generally (15)	2,533	1,134	1,777	2,499	3,356	3,724
1-2 storey (15)	2,660	1,535	2,143	2,671	3,299	3,650
3-5 storey (15)	2,294	1,134	1,597	1,948	3,136	3,724
6 storey or above (25)	2,705	2,113	-	2,788	-	3,130
341.1 Retail warehouses						
Generally (25)	1,082	530	811	960	1,151	3,136
Up to 1000m2 (25)	1,187	790	887	1,007	1,130	3,136
1000 to 7000m2 GFA (25)	1,086	530	816	962	1,251	2,253
344. Hypermarkets, supermarkets						
Generally (35)	1,899	777	1,339	1,740	2,458	3,208
Up to 1000m2 (35)	1,918	1,292	-	1,665	-	3,051
1000 to 7000m2 GFA (35)	1,904	777	1,306	1,940	2,479	3,208
345. Shops						
Generally (30)	1,819	685	993	1,493	2,357	4,803
1-2 storey (30)	1,838	685	989	1,450	2,382	4,803
447. Care homes for the elderly						

Generally (15)	2,111	1,298	1,586	1,996	2,353	4,245
500 to 2000m2 GFA (15)	2,480	1,370	1,403	2,096	3,423	4,245
Over 2000m2 GFA (15)	2,012	1,298	1,719	1,994	2,262	3,024
810.1 Estate housing						
Generally (15)	1,510	732	1,286	1,452	1,649	5,199
Single storey (15)	1,719	1,025	1,454	1,646	1,897	5,199
2-storey (15)	1,453	732	1,261	1,410	1,594	3,137
3-storey (15)	1,584	932	1,314	1,514	1,801	3,098
4-storey or above (15)	3,157	1,528	2,528	2,823	4,203	4,702
810.11 Estate housing detached (15)	1,966	1,119	1,465	1,686	2,096	5,199
810.12 Estate housing semi detached						
Generally (15)	1,523	889	1,298	1,491	1,656	3,360
Single storey (15)	1,700	1,098	1,453	1,652	1,853	3,360
2-storey (15)	1,470	889	1,286	1,425	1,617	2,579
3-storey (15)	1,493	1,112	1,206	1,430	1,772	2,154
810.13 Estate housing terraced						
Generally (15)	1,538	895	1,260	1,451	1,684	4,702
Single storey (15)	1,764	1,149	1,465	1,737	2,106	2,512
2-storey (15)	1,468	895	1,246	1,405	1,617	3,137
3-storey (15)	1,615	932	1,297	1,487	1,800	3,098
816. Flats (apartments)						
Generally (15)	1,780	882	1,476	1,678	2,011	6,045
1-2 storey (15)	1,679	1,027	1,414	1,593	1,875	3,489
3-5 storey (15)	1,758	882	1,472	1,671	1,981	3,690
6 storey or above (15)	2,099	1,281	1,701	1,970	2,277	6,045
818. Housing with shops, offices, workshops or the like (15)	2,242	883	1,785	2,076	2,517	5,452
843. Supported housing						
Generally (15)	1,908	981	1,587	1,786	2,109	3,868
Single storey (15)	2,260	1,375	1,775	2,188	2,352	3,868
2-storey (15)	1,912	991	1,581	1,738	2,185	3,367
3-storey (15)	1,764	981	1,580	1,683	1,947	2,621
4-storey or above (15)	1,959	1,193	1,568	1,810	2,012	3,721
843.1 Supported housing with shops, restaurants or the like (15)	1,833	1,159	1,528	1,733	1,997	3,035
852. Hotels (15)	2,629	1,385	2,078	2,584	3,240	3,604
853. Motels (25)	1,644	1,232	1,514	1,530	1,966	1,978

Appendix 12 – Summary of submitted SHLAA Sites

These summaries are as submitted to the Council and are under review.

Analysis of sites by size (ha)

	Not Stated			Brownfield			Greenfield			Mixed			All		
	Count	Total Area	Average ha	Count	Total Area	Average ha	Count	Total Area	Average ha	Count	Total Area	Average ha	Count	Total Area	Average ha
Not Stated	1	0.00		0			0			0			1	0.00	
Allington	3	42.30	14.10	0			1	2.20	2.20	0			4	44.50	11.13
Ancaster	1	2.40	2.40	0			1	0.90	0.90	0			2	3.30	1.65
Aslackby	0			0			3	6.29	2.10	0			3	6.29	2.10
Barkston	1	2.70	2.70	0			0	0.00	0.00	0			1	2.70	2.70
Barrowby	4	36.88	9.22	0			4	27.26	6.82	0			8	64.14	8.02
Baston	1	3.20	3.20	0			4	20.20	5.05	0			5	23.40	4.68
Billingborough	2	12.40	6.20	1	1.70	1.70	3	10.13	3.38	1	7.74	7.74	7	31.97	4.57
Boothby Pagnell	1	1.34	1.34	0			0			0			1	1.34	1.34
Bourne	2	7.60	3.80	0			13	170.68	13.13	0			15	178.28	11.89
Braceborough	0			0			2	1.20	0.60	0			2	1.20	0.60
Carlby	0			0			2	11.63	5.82	0			2	11.63	5.82
Carlton Scroop	1	15.00	15.00	0			6	7.02	1.17	0			7	22.02	3.15
Castle Bytham	0			0			2	4.68	2.34	0			2	4.68	2.34
Caythorpe	0			0			1	0.70	0.70	0			1	0.70	0.70
Claypole	2	9.80	4.90	1	0.60	0.60	7	10.31	1.47	0			10	20.71	2.07
Colsterworth	4	47.80	11.95	0			3	16.16	5.39	0			7	63.96	9.14
Corby Glen	3	29.67	9.89	1	0.64	0.64	3	8.30	2.77	0			7	38.61	5.52
Denton	3	1.60	0.53	0			0			0			3	1.60	0.53
Dowsby	1	0.49	0.49	0			0			0			1	0.49	0.49
Dyke	0			0			3	5.95	1.98	2	8.22	4.11	5	14.17	2.83
Edenham	1	0.78	0.78	0			0			0			1	0.78	0.78
Folkingham	0			0			1	4.59	4.59	0			1	4.59	4.59
Frognall	0			1	2.09	2.09	0			0			1	2.09	2.09
Fulbeck	1	0.40	0.40	0			1	0.67	0.67	0			2	1.07	0.54
Grantham	16	373.88	23.37	6	237.51	39.59	20	496.07	24.80	2	1.76	0.88	44	1,109.22	25.21
Great Gonerby	2	4.38	2.19	0			4	35.62	8.91	0			6	40.00	6.67

Greatford	0			0			2	1.57	0.79	0			2	1.57	0.79
Haconby	0			0			1	8.75	8.75	0			1	8.75	8.75
Hanconby	0			0			0			1	0.81	0.81	1	0.81	0.81
Hanthorpe	0			0			0			2	1.47	0.74	2	1.47	0.74
Harlaxton	1	2.90	2.90	0			4	35.82	8.96	0			5	38.72	7.74
Hougham	0			0			1	1.50	1.50	0			1	1.50	1.50
Langtoft	6	28.31	4.72	0			6	15.60	2.60	0			12	43.91	3.66
Little Casterton	0			0			1	1.70	1.70	0			1	1.70	1.70
Long Bennington	3	18.53	6.18	0			6	23.88	3.98	0			9	42.41	4.71
Morton	3	22.24	7.41	0			7	18.15	2.59	0			10	40.39	4.04
North Witham	0			0			0			1	0.25	0.25	1	0.25	0.25
Old Somerby	3	5.12	1.71	0			0			0			3	5.12	1.71
Pickworth	1	0.18	0.18	0			0			0			1	0.18	0.18
Pointon	0			1	0.71	0.71	3	7.06	2.35	1	0.76	0.76	5	8.53	1.71
Rippingale	3	4.51	1.50	0			4	9.94	2.49	2	6.58	3.29	9	21.03	2.34
Ropsley	1	2.16	2.16	0			1	1.97	1.97	0			2	4.13	2.07
Rutland	0	0.00	0.00	0			1	70.00	70.00	1	503.00	503.00	2	573.00	286.50
Sedgebrook	0	0.00	0.00	0			2	2.76	1.38	0			2	2.76	1.38
Skillington	1	2.68	2.68	0			0			0			1	2.68	2.68
South Witham	2	2.97	1.49	0			4	14.68	3.67	1	1.43	1.43	7	19.08	2.73
Stamford	2	10.40	5.20	4	1.24	0.31	4	78.33	19.58	3	28.00	9.33	13	117.97	9.07
Swinstead	2	1.37	0.69	0			0			0			2	1.37	0.69
Tallington	1	8.73	8.73	0			1	79.80	79.80	0			2	88.53	44.27
The Deepings	1	7.00	7.00	0			6	58.12	9.69	0			7	65.12	9.30
Thurlby	0			1	1.09	1.09	7	26.61	3.80	0			8	27.70	3.46
Twenty	0			0			0			1	4.00	4.00	1	4.00	4.00
Uffington	0			0			1	2.10	2.10	0			1	2.10	2.10
Welby	3	2.92	0.97	0			1	0.25	0.25	0			4	3.17	0.79
Wilsthorpe	1	47.00	47.00	0			0			0			1	47.00	47.00
Witham on the Hill	2	2.41	1.21	0			0			0			2	2.41	1.21
Woolsthorpe	0			1	0.37	0.37	2	2.33	1.17	1	0.31	0.31	4	3.01	0.75
All	**86**	**762.05**	**8.97**	**17**	**245.95**	**14.47**	**149**	**1,301.48**	**8.73**	**19**	**564.33**	**29.70**	**271**	**2,873.81**	**10.64**

Analysis of sites by capacity (units)

	Not Stated			Brownfield			Greenfield			Mixed			All		
	Count	Total Capacity	Average Capacity	Count	Total Capacity	Average Capacity	Count	Total Capacity	Average Capacity	Count	Total Capacity	Average Capacity	Count	Total Capacity	Average Capacity
Not Stated	1	0		0			0			0			1	0	
Allington	3	760	253.33	0			1	52	52.00	0			4	812	203.00
Ancaster	1	57	57.00	0			1	24	24.00	0			2	81	40.50
Aslackby	0			0			3	117	39.00	0			3	117	39.00
Barkston	1	64	64.00	0			0	0	0.00	0			1	64	64.00
Barrowby	4	678	169.50	0			4	589	147.25	0			8	1,267	158.38
Baston	1	76	76.00	0			4	366	91.50	0			5	442	88.40
Billingborough	2	230	115.00	1	40	40.00	3	186	62.00	1	138	138.00	7	594	84.86
Boothby Pagnell	1	32	32.00	0			0			0			1	32	32.00
Bourne	2	148	74.00	0			13	3,133	241.00	0			15	3,281	218.73
Braceborough	0			0			2	33	16.50	0			2	33	16.50
Carlby	0			0			2	225	112.50	0			2	225	112.50
Carlton Scroop	1	1	0.54	0			6	176	29.33	0			7	177	25.22
Castle Bytham	0			0			2	111	55.50	0			2	111	55.50
Caythorpe	0			0			1	16	16.00	0			1	16	16.00
Claypole	2	182	91.00	1	17	17.00	7	230	32.86	0			10	429	42.90
Colsterworth	4	890	222.50	0			3	305	101.67	0			7	1,195	170.71
Corby Glen	3	533	177.67	1	15	15.00	3	178	59.33	0			7	726	103.71
Denton	3	44	14.67	0			0			0			3	44	14.67
Dowsby	1	13	13.00	0			0			0			1	13	13.00
Dyke	0			0			3	142	47.33	2	153	76.50	5	295	59.00
Edenham	1	22	22.00	0			0			0			1	22	22.00
Folkingham	0			0			1	82	82.00	0			1	82	82.00
Frognall	0			1	50	50.00	0			0			1	50	50.00
Fulbeck	1	11	11.00	0			1	19	19.00	0			2	30	15.00
Grantham	16	6,782	423.88	6	4,299	716.50	20	9,053	452.65	2	43	21.50	44	20,177	458.57
Great Gonerby	2	108	54.00	0			4	660	165.00	0			6	768	128.00
Greatford	0			0			2	40	20.00	0			2	40	20.00
Haconby	0			0			1	262	262.00	0			1	262	262.00
Hanconby	0			0			0			1	19	19.00	1	19	19.00
Hanthorpe	0			0			0			2	41	20.50	2	41	20.50
Harlaxton	1	69	69.00	0			4	650	162.50	0			5	719	143.80
Hougham	0			0			1	36	36.00	0			1	36	36.00

Langtoft	6	585	97.50	0			6	346	57.67	0			12	931	77.58
Little Casterton	0			0			1	30	30.00	0			1	30	30.00
Long Bennington	3	356	118.67	0			6	474	79.00	0			9	830	92.22
Morton	3	422	140.67	0			7	428	61.14	0			10	850	85.00
North Witham	0			0			0			1	7	7.00	1	7	7.00
Old Somerby	3	124	41.33	0			0			0			3	124	41.33
Pickworth	1	5	5.00	0			0			0			1	5	5.00
Pointon	0			1	20	20.00	3	142	47.33	1	21	21.00	5	183	36.60
Rippingale	3	110	36.67	0			4	184	46.00	2	130	65.00	9	424	47.11
Ropsley	1	51	51.00	0			1	47	47.00	0			2	98	49.00
Rutland	0	0	0.00	0			1	1,260	1,260.00	1	9,054	9,054.00	2	10,314	5,157.00
Sedgebrook	0	0	0.00	0			2	65	32.50	0			2	65	32.50
Skillington	1	64	64.00	0			0			0			1	64	64.00
South Witham	2	70	35.00	0			4	319	79.75	1	34	34.00	7	423	60.43
Stamford	2	191	95.50	4	34	8.50	4	1,405	351.25	3	511	170.33	13	2,141	164.69
Swinstead	2	38	19.00	0			0			0			2	38	19.00
Tallington	1	157	157.00	0			1	1,436	1,436.00	0			2	1,593	796.50
The Deepings	1	126	126.00	0			6	1,075	179.17	0			7	1,201	171.57
Thurlby	0			1	26	26.00	7	541	77.29	0			8	567	70.88
Twenty	0			0			0			1	72	72.00	1	72	72.00
Uffington	0			0			1	50	50.00	0			1	50	50.00
Welby	3	73	24.33	0			1	7	7.00	0			4	80	20.00
Wilsthorpe	1	2	1.96	0			0			0			1	2	1.96
Witham on the Hill	2	57	28.50	0			0			0			2	57	28.50
Woolsthorpe	0			1	10	10.00	2	55	27.50	1	8	8.00	4	73	18.25
All	**86**	**13,131**	**154.48**	**17**	**4,511**	**265.35**	**149**	**24,549**	**164.76**	**19**	**10,231**	**538.47**	**271**	**52,422**	**194.15**

Appendix 13 – Residential Appraisals

The pages in this appendix are not numbered.

Grantham& Wider App Cover

SKDC - Post-consultation (January 2024)

16/02/2024
14:20

Large Green 450

								Rounded
1	UNITS	**450**		Aff - rented	60%	% of Aff	81	81
	Affordable	30%	135	Shared Owne	15%		20.25	20
				First Homes	25%	% of Aff	33.75	34
							135	135

Modelling			Area ha			Characteristics	
Density	30	units/ha	Total	25.000		Sub Area	Grantham and Wider
Net:Gross	60%		Gross	25.000	ha	Green Brov	Green
			Net	15.000	ha	Use	Agricultural

				Market			
	Beds	m2	Circulation	315		Rounded	m2
Terrace	2	73	0.0%	15%	47.25	47	3,431
Terrace	3	86	0.0%	25%	78.75	79	6,794
Terrace	4	97	0.0%		0.00	0	0
Semi	2	81	0.0%	15%	47.25	47	3,807
Semi	3	98	0.0%	25%	78.75	79	7,742
Semi	4	106	0.0%	3%	9.45	9	954
Det	3	120	0.0%		0.00	0	0
Det	4	130	0.0%	10%	31.50	32	4,160
Det	5	140	0.0%	3%	9.45	9	1,260
Flat to5	1	40	10.0%	4%	12.60	13	572
Flat to5	2	65	10.0%		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0
				100%	**315.00**	**315**	**28,720**

				Affordable for Rent				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	81		Rounded	m2	20		Rounded	m2	34		Rounded	m2
Terrace	2	70	0.0%	24%	19.44	20	1,400	15%	3.00	3	210	15%	5.10	5	350
Terrace	3	84	0.0%	10%	8.10	8	672	25%	5.00	5	420	25%	8.50	9	756
Terrace	4	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	79	0.0%	24%	19.44	19	1,501	15%	3.00	3	237	15%	5.10	5	395
Semi	3	93	0.0%	10%	8.10	8	744	25%	5.00	5	465	25%	8.50	9	837
Semi	4	106	0.0%	1%	0.81	1	106	3%	0.60	1	106	3%	1.02	1	106
Det	3	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	115	0.0%		0.00	0	0	10%	2.00	2	230	10%	3.40	3	345
Det	5	119	0.0%	1%	0.81	1	119	3%	0.60	1	119	3%	1.02	1	119
Flat to5	1	39	10.0%	30%	24.30	24	1,030	4%	0.80	0	0	4%	1.36	1	43
Flat to5	2	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**81.00**	**81**	**5,572**	**100%**	**20.00**	**20**	**1,787**	**100%**	**34.00**	**34**	**2,951**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2		1,246		1,246	5,391	6,717,186
Terrace	3		1,246		1,246	8,642	10,767,932
Terrace	4		1,246		1,246	0	0
Semi	2		1,286		1,286	5,940	7,638,840
Semi	3		1,286		1,286	9,788	12,587,368
Semi	4		1,286		1,286	1,272	1,635,792
Det	3		1,465		1,465	0	0
Det	4		1,465		1,465	4,735	6,936,775
Det	5		1,465		1,465	1,617	2,368,905
Flat to5	1		1,472		1,472	1,645	2,420,704
Flat to5	2		1,472		1,472	0	0
Flat to5	3		1,472		1,472	0	0
Flat 6+	1		1,701		1,701	0	0
Flat 6+	2		1,701		1,701	0	0
Flat 6+	3		1,701		1,701	0	0
						39,030	51,073,502

1,309 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	75	1.9	143
Terrace	3	101	2.4	242
Terrace	4	0	3	0
Semi	2	74	1.9	141
Semi	3	101	2.4	242
Semi	4	12	3	36
Det	3	0	2.4	0
Det	4	37	3	111
Det	5	12	3	36
Flat to5	1	38	1.5	57
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**1,008**

ha per 1,000	
0.00	Allotments and Community Gardens
0.60	Amenity Greenspace
0.00	Cemeteries and Churchyards
2.00	Natural and Semi-Natural Greenspace
1.60	Outdoor Sports Facilities
0.50	Parks and Gardens
0.15	Provisions for Child
4.85	**ha**

Open Space Required	4.888
Gross - Net	10.000
Shortfall / Surplus	5.112

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		315	28,720	91.17	28,668	91.01
Aff - rented		81	5,572	68.79	5,478	67.63
Shared Ownership		20	1,787	89.35	1,787	89.35
First Homes		34	2,951	86.79	2,947	86.68
		450	**39,030**		**38,880**	

Green 150

								Rounded
2	UNITS	**150**		Aff - rented	60%	% of Aff	27	27
	Affordable	30%	45	Shared Owne	15%		6.75	7
				First Homes	25%	% of Aff	11.25	11
							45	45

Modelling			Area ha		
Density	30	units/ha	Total	8.333	
Net:Gross	60%		Gross	8.333	ha
			Net	5.000	ha

Characteristics	
Sub Area	Grantham and Wider
Green Brov	Green
Use	Agricultural

	Beds	m2	Circulation	**Market**			
				105		Rounded	m2
Terrace	2	73	0.0%	15%	15.75	16	1,168
Terrace	3	86	0.0%	25%	26.25	26	2,236
Terrace	4	97	0.0%		0.00	0	0
Semi	2	81	0.0%	15%	15.75	16	1,296
Semi	3	98	0.0%	25%	26.25	26	2,548
Semi	4	106	0.0%	3%	3.15	3	318
Det	3	120	0.0%		0.00	0	0
Det	4	130	0.0%	10%	10.50	11	1,430
Det	5	140	0.0%	3%	3.15	3	420
Flat to5	1	40	10.0%	4%	4.20	4	176
Flat to5	2	65	10.0%		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0
				100%	**105.00**	**105**	**9,592**

	Beds	m2	Circulation	**Affordable for Rent**				**Shared Ownership**				**First Homes**			
				27		Rounded	m2	7		Rounded	m2	11		Rounded	m2
Terrace	2	70	0.0%	24%	6.48	7	490	15%	1.05	1	70	15%	1.65	2	140
Terrace	3	84	0.0%	10%	2.70	3	252	25%	1.75	2	168	25%	2.75	3	252
Terrace	4	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	79	0.0%	24%	6.48	6	474	15%	1.05	1	79	15%	1.65	2	158
Semi	3	93	0.0%	10%	2.70	3	279	25%	1.75	2	186	25%	2.75	3	279
Semi	4	106	0.0%	1%	0.27	0	0	3%	0.21	0	0	3%	0.33	0	0
Det	3	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	115	0.0%		0.00	0	0	10%	0.70	1	115	10%	1.10	1	115
Det	5	119	0.0%	1%	0.27	0	0	3%	0.21	0	0	3%	0.33	0	0
Flat to5	1	39	10.0%	30%	8.10	8	343	4%	0.28	0	0	4%	0.44	0	0
Flat to5	2	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**27.00**	**27**	**1,838**	**100%**	**7.00**	**7**	**618**	**100%**	**11.00**	**11**	**944**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	1,868	2,624,540
Terrace	3			1,405	1,405	2,908	4,085,740
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	2,007	2,859,975
Semi	3			1,425	1,425	3,292	4,691,100
Semi	4			1,425	1,425	318	453,150
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	1,660	2,798,760
Det	5			1,686	1,686	420	708,120
Flat to5	1			1,671	1,671	519	867,583
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						12,992	19,088,968

1,469 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	26	1.9	49
Terrace	3	34	2.4	82
Terrace	4	0	3	0
Semi	2	25	1.9	48
Semi	3	34	2.4	82
Semi	4	3	3	9
Det	3	0	2.4	0
Det	4	13	3	39
Det	5	3	3	9
Flat to5	1	12	1.5	18
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**335**

ha per 1,000	
0.0000	Allotments and Community Gardens
0.6000	Amenity Greenspace
0.0000	Cemeteries and Churchyards
2.0000	Natural and Semi-Natural Greenspace
1.6000	Outdoor Sports Facilities
0.5000	Parks and Gardens
0.1500	Provisions for Children
0.0000	0.0000
4.8500	**ha**

Open Space Required	1.625
Gross - Net	3.333
Shortfall / Surplus	1.708

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		105	9,592	91.35	9,576	91.20
Aff - rented		27	1,838	68.08	1,807	66.93
Shared Ownership		7	618	88.29	618	88.29
First Homes		11	944	85.82	944	85.82
		150	**12,992**		**12,945**	

Green 60								Rounded
3	UNITS	**60**		Aff - rented	60%	% of Aff	10.8	11
	Affordable	30%	18	Shared Owne	15%		2.70	2
				First Homes	25%	% of Aff	4.5	5
							18	18

Modelling			Area ha			Characteristics	
Density	30	units/ha	Total	2.648		Sub Area	Grantham and Wider
Net:Gross	80%		Gross	2.500	ha	Green Bro	Green
			Net	2.000	ha	Use	Agricultural

				Market			
	Beds	m2	Circulation	42		Rounded	m2
Terrace	2	73	0.0%	15%	6.30	6	438
Terrace	3	86	0.0%	25%	10.50	11	946
Terrace	4	97	0.0%		0.00	0	0
Semi	2	81	0.0%	15%	6.30	6	486
Semi	3	98	0.0%	25%	10.50	11	1,078
Semi	4	106	0.0%	3%	1.26	1	106
Det	3	120	0.0%		0.00	0	0
Det	4	130	0.0%	10%	4.20	4	520
Det	5	140	0.0%	3%	1.26	1	140
Flat to5	1	40	10.0%	4%	1.68	2	88
Flat to5	2	65	10.0%		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0
				100%	**42.00**	**42**	**3,802**

				Affordable for Rent				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	11		Rounded	m2	2		Rounded	m2	5		Rounded	m2
Terrace	2	70	0.0%	24%	2.64	3	210	15%	0.30	0	0	15%	0.75	1	70
Terrace	3	84	0.0%	10%	1.10	1	84	25%	0.50	1	84	25%	1.25	1	84
Terrace	4	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	79	0.0%	24%	2.64	3	237	15%	0.30	0	0	15%	0.75	1	79
Semi	3	93	0.0%	10%	1.10	1	93	25%	0.50	1	93	25%	1.25	1	93
Semi	4	106	0.0%	1%	0.11	0	0	3%	0.06	0	0	3%	0.15	0	0
Det	3	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	115	0.0%		0.00	0	0	10%	0.20	0	0	10%	0.50	1	115
Det	5	119	0.0%	1%	0.11	0	0	3%	0.06	0	0	3%	0.15	0	0
Flat to5	1	39	10.0%	30%	3.30	3	129	4%	0.08	0	0	4%	0.20	0	0
Flat to5	2	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**11.00**	**11**	**753**	**100%**	**2.00**	**2**	**177**	**100%**	**5.00**	**5**	**441**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	718	1,008,790
Terrace	3			1,405	1,405	1,198	1,683,190
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	802	1,142,850
Semi	3			1,425	1,425	1,357	1,933,725
Semi	4			1,425	1,425	106	151,050
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	635	1,070,610
Det	5			1,686	1,686	140	236,040
Flat to5	1			1,671	1,671	217	362,106
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						5,173	7,588,361

1,467 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	10	1.9	19
Terrace	3	14	2.4	34
Terrace	4	0	3	0
Semi	2	10	1.9	19
Semi	3	14	2.4	34
Semi	4	1	3	3
Det	3	0	2.4	0
Det	4	5	3	15
Det	5	1	3	3
Flat to5	1	5	1.5	8
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**134**

ha per 1,000			
0.0000	Allotments and Community Gardens		
0.6000	Amenity Greenspace		
0.0000	Cemeteries and Churchyards		
2.0000	Natural and Semi-Natural Greenspace		
1.6000	Outdoor Sports Facilities		
0.5000	Parks and Gardens		
0.1500	Provisions for Children	Open Space Required	0.648
0.0000	0.0000	Gross - Net	0.500
4.8500	**ha**	Shortfall / Surplus	-0.148

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		42	3,802	90.52	3,794	90.33
Aff - rented		11	753	68.43	741	67.36
Shared Ownership		2	177	88.50	177	88.50
First Homes		5	441	88.20	441	88.20
		60	**5,173**		**5,153**	

Green 25

4	UNITS	**25**		Aff - rented	60%	% of Aff	4.5	5
	Affordable	30%	7.5	Shared Owne	15%		1.13	1
				First Homes	25%	% of Aff	1.875	2
							7.5	8

			Rounded

Modelling			Area ha			Characteristics	
Density	30	units/ha	Total	1.112		Sub Area	Grantham and Wider
Net:Gross	95%		Gross	0.877	ha	Green Brov	Green
			Net	0.833	ha	Use	Agricultural

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	17.5		Rounded	m2	m2	Circulation	5		Rounded	m2	1		Rounded	m2	2		Rounded	m2
Terrace	2	73	0.0%	15%	2.63	2	146	70	0.0%	24%	1.20	1	70	15%	0.15	1	70	15%	0.30	0	0
Terrace	3	86	0.0%	25%	4.38	4	344	84	0.0%	10%	0.50	1	84	25%	0.25	0	0	25%	0.50	1	84
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%	15%	2.63	3	243	79	0.0%	24%	1.20	1	79	15%	0.15	0	0	15%	0.30	0	0
Semi	3	98	0.0%	25%	4.38	4	392	93	0.0%	10%	0.50	1	93	25%	0.25	0	0	25%	0.50	1	93
Semi	4	106	0.0%	3%	0.53	1	106	106	0.0%	1%	0.05	0	0	3%	0.03	0	0	3%	0.06	0	0
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%	10%	1.75	2	260	115	0.0%		0.00	0	0	10%	0.10	0	0	10%	0.20	0	0
Det	5	140	0.0%	3%	0.53	1	140	119	0.0%	1%	0.05	0	0	3%	0.03	0	0	3%	0.06	0	0
Flat to5	1	40	10.0%	4%	0.70	0	0	39	10.0%	30%	1.50	1	43	4%	0.04	0	0	4%	0.08	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**17.50**	**17**	**1,631**			**100%**	**5.00**	**5**	**369**	**100%**	**1.00**	**1**	**70**	**100%**	**2.00**	**2**	**177**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	286	401,830
Terrace	3			1,405	1,405	512	719,360
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	322	458,850
Semi	3			1,425	1,425	578	823,650
Semi	4			1,425	1,425	106	151,050
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	260	438,360
Det	5			1,686	1,686	140	236,040
Flat to5	1			1,671	1,671	43	71,686
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						2,247	3,300,826

1,469 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	4	1.9	8
Terrace	3	6	2.4	14
Terrace	4	0	3	0
Semi	2	4	1.9	8
Semi	3	6	2.4	14
Semi	4	1	3	3
Det	3	0	2.4	0
Det	4	2	3	6
Det	5	1	3	3
Flat to5	1	1	1.5	2
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**58**

ha per 1,000	
0.0000	Allotments and Community Gardens
0.6000	Amenity Greenspace
0.0000	Cemeteries and Churchyards
2.0000	Natural and Semi-Natural Greenspace
1.6000	Outdoor Sports Facilities
0.5000	Parks and Gardens
0.1500	Provisions for Children
0.0000	0.0000
4.8500	**ha**

Open Space Required	0.279
Gross - Net	0.044
Shortfall / Surplus	-0.235

Summary

			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		17	1,631	95.94	1,631	95.94
Aff - rented		5	369	73.78	365	73.00
Shared Ownership		1	70	70.00	70	70.00
First Homes		2	177	88.50	177	88.50
		25	**2,247**		**2,243**	

Green 16

5	UNITS	16		Aff - rented	60%	% of Aff	2.88	3
	Affordable	30%	4.8	Shared Owne	15%		0.72	1
				First Homes	25%	% of Aff	1.2	1
							4.8	5

(Rounded column: 3, 1, 1, 5)

Modelling			Area ha			Characteristics	
Density	30	units/ha	Total	0.699		Sub Area	Grantham and Wider
Net:Gross	95%		Gross	0.561	ha	Green Brov	Green
			Net	0.533	ha	Use	Agricultural

	Beds	m2	Circulation	Market				m2	Circulation	Affordable for Rent				Shared Ownership				First Homes			
				11.2		Rounded	m2			3		Rounded	m2	1		Rounded	m2	1		Rounded	m2
Terrace	2	73	0.0%	15%	1.68	2	146	70	0.0%	24%	0.72	1	70	15%	0.15	1	70	15%	0.15	1	70
Terrace	3	86	0.0%	25%	2.80	3	258	84	0.0%	10%	0.30	0	0	25%	0.25	0	0	25%	0.25	0	0
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%	15%	1.68	2	162	79	0.0%	24%	0.72	1	79	15%	0.15	0	0	15%	0.15	0	0
Semi	3	98	0.0%	25%	2.80	3	294	93	0.0%	10%	0.30	0	0	25%	0.25	0	0	25%	0.25	0	0
Semi	4	106	0.0%	3%	0.34	0	0	106	0.0%	1%	0.03	0	0	3%	0.03	0	0	3%	0.03	0	0
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%	10%	1.12	1	130	115	0.0%		0.00	0	0	10%	0.10	0	0	10%	0.10	0	0
Det	5	140	0.0%	3%	0.34	0	0	119	0.0%	1%	0.03	0	0	3%	0.03	0	0	3%	0.03	0	0
Flat to5	1	40	10.0%	4%	0.45	0	0	39	10.0%	30%	0.90	1	43	4%	0.04	0	0	4%	0.04	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**11.20**	**11**	**990**			**100%**	**3.00**	**3**	**192**	**100%**	**1.00**	**1**	**70**	**100%**	**1.00**	**1**	**70**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	356	500,180
Terrace	3			1,405	1,405	258	362,490
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	241	343,425
Semi	3			1,425	1,425	294	418,950
Semi	4			1,425	1,425	0	0
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	130	219,180
Det	5			1,686	1,686	0	0
Flat to5	1			1,671	1,671	43	71,686
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						1,322	1,915,911

1,449 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	5	1.9	10
Terrace	3	3	2.4	7
Terrace	4	0	3	0
Semi	2	3	1.9	6
Semi	3	3	2.4	7
Semi	4	0	3	0
Det	3	0	2.4	0
Det	4	1	3	3
Det	5	0	3	0
Flat to5	1	1	1.5	2
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**34**

ha per 1,000	
0.0000	Allotments and Community Gardens
0.6000	Amenity Greenspace
0.0000	Cemeteries and Churchyards
2.0000	Natural and Semi-Natural Greenspace
1.6000	Outdoor Sports Facilities
0.5000	Parks and Gardens
0.1500	Provisions for Children
0.0000	0.0000
4.8500	**ha**

Open Space Required	0.165
Gross - Net	0.028
Shortfall / Surplus	-0.137

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		11	990	90.00	990	90.00
Aff - rented		3	192	63.97	188	62.67
Shared Ownership		1	70	70.00	70	70.00
First Homes		1	70	70.00	70	70.00
		16	**1,322**		**1,318**	

Green 9

							Rounded	Modelling		Area ha		Characteristics	
6	UNITS	9		Aff - rented	60% % of Aff	1.62	2	Density	30 units/ha	Total	0.316	Sub Area	Grantham and Wider
	Affordable	30%	2.7	Shared Owne	15%	0.41	0	Net:Gross	95%	Gross	0.316 ha	Green Brov	Green
				First Homes	25% % of Aff	0.675	1			Net	0.300 ha	Use	Paddock
						2.7	3						

				Market			
	Beds	m2	Circulation	6.3		Rounded	m2
Terrace	2	73	0.0%		0.00	0	0
Terrace	3	86	0.0%		0.00	0	0
Terrace	4	97	0.0%		0.00	0	0
Semi	2	81	0.0%	25%	1.58	2	162
Semi	3	98	0.0%	25%	1.58	2	196
Semi	4	106	0.0%		0.00	0	0
Det	3	120	0.0%		0.00	0	0
Det	4	130	0.0%	30%	1.89	1	130
Det	5	140	0.0%	20%	1.26	1	140
Flat to5	1	40	10.0%		0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0
				100%	**6.30**	**6**	**628**

			Affordable for Rent				Shared Ownership				First Homes			
	m2	Circulation	2		Rounded	m2	0		Rounded	m2	1		Rounded	m2
Terrace	70	0.0%	100%	2.00	2	140	100%	0.00	0	0	100%	1.00	1	70
Terrace	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	39	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
			100%	**2.00**	**2**	**140**	**100%**	**0.00**	**0**	**0**	**100%**	**1.00**	**1**	**70**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	210	295,050
Terrace	3			1,405	1,405	0	0
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	162	230,850
Semi	3			1,425	1,425	196	279,300
Semi	4			1,425	1,425	0	0
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	130	219,180
Det	5			1,686	1,686	140	236,040
Flat to5	1			1,671	1,671	0	0
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						838	1,260,420

1,504 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	3	1.9	6
Terrace	3	0	2.4	0
Terrace	4	0	3	0
Semi	2	2	1.9	4
Semi	3	2	2.4	5
Semi	4	0	3	0
Det	3	0	2.4	0
Det	4	1	3	3
Det	5	1	3	3
Flat to5	1	0	1.5	0
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**20**

ha per 1,000			
	Allotments and Community Gardens		
	Amenity Greenspace		
	Cemeteries and Churchyards		
	Natural and Semi-Natural Greenspace		
	Outdoor Sports Facilities		
	Parks and Gardens		
	Provisions for Children	Open Space Required	0.000
	0.0000	Gross - Net	0.016
0.0000	**ha**	Shortfall / Surplus	0.016

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		6	628	104.67	628	104.67
Aff - rented		2	140	70.00	140	70.00
Shared Ownership		0	0	70.00	0	70.00
First Homes		1	70	70.00	70	70.00
		9	**838**		**838**	

Green 6								Rounded	Modelling			Area ha			Characteristics	
7	UNITS	**6**		Aff - rented	60%	% of Aff	1.08	1	Density	30	units/ha	Total	0.211		Sub Area	Grantham and Wider
	Affordable	30%	1.8	Shared Owne	15%		0.27	0	Net:Gross	95%		Gross	0.211	ha	Green Brov	Green
				First Homes	25%	% of Aff	0.45	0				Net	0.200	ha	Use	Paddock
							1.8	1								

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	4.2		Rounded	m2	m2	Circulation	1		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	73	0.0%		0.00	0	0	70	0.0%	100%	1.00	1	70	100%	0.00	0	0	100%	0.00	1	70
Terrace	3	86	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	98	0.0%	50%	2.10	2	196	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	106	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%	30%	1.26	1	130	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	20%	0.84	1	140	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**4.20**	**4**	**466**			**100%**	**1.00**	**1**	**70**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**1**	**70**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	140	196,700
Terrace	3			1,405	1,405	0	0
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	0	0
Semi	3			1,425	1,425	196	279,300
Semi	4			1,425	1,425	0	0
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	130	219,180
Det	5			1,686	1,686	140	236,040
Flat to5	1			1,671	1,671	0	0
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						606	931,220

1,537 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	2	1.9	4
Terrace	3	0	2.4	0
Terrace	4	0	3	0
Semi	2	0	1.9	0
Semi	3	2	2.4	5
Semi	4	0	3	0
Det	3	0	2.4	0
Det	4	1	3	3
Det	5	1	3	3
Flat to5	1	0	1.5	0
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**15**

ha per 1,000			
	Allotments and Community Gardens		
	Amenity Greenspace		
	Cemeteries and Churchyards		
	Natural and Semi-Natural Greenspace		
	Outdoor Sports Facilities		
	Parks and Gardens		
	Provisions for Children	Open Space Required	0.000
	0.0000	Gross - Net	0.011
0.0000	**ha**	Shortfall / Surplus	0.011

Summary		Construction		Saleable	
	Units	m2	Average	m2	Average
Market Housing	4	466	116.50	466	116.50
Aff - rented	1	70	70.00	70	70.00
Shared Ownership	0	0	70.00	0	70.00
First Homes	1	70	70.00	70	70.00
	6	**606**		**606**	

Green 3

8	UNITS	3		Aff - rented	60%	% of Aff	0.54	1
	Affordable	30%	0.9	Shared Owne	15%		0.14	0
				First Homes	25%	% of Aff	0.225	0
							0.9	1

(Column header of last two columns: Rounded)

Modelling			Area ha			Characteristics	
Density	30	units/ha	Total	0.105		Sub Area	Grantham and Wider
Net:Gross	95%		Gross	0.105	ha	Green Brov	Green
			Net	0.100	ha	Use	Paddock

	Beds	m2	Circulation	Market 2.1		Rounded	m2
Terrace	2	73	0.0%		0.00	0	0
Terrace	3	86	0.0%		0.00	0	0
Terrace	4	97	0.0%		0.00	0	0
Semi	2	81	0.0%		0.00	0	0
Semi	3	98	0.0%		0.00	0	0
Semi	4	106	0.0%		0.00	0	0
Det	3	120	0.0%		0.00	0	0
Det	4	130	0.0%	100%	2.10	2	260
Det	5	140	0.0%		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0
				100%	**2.10**	**2**	**260**

	Beds	m2	Circulation	Affordable for Rent 1		Rounded	m2	Shared Ownership 0		Rounded	m2	First Homes 0		Rounded	m2
Terrace	2	70	0.0%	100%	1.00	1	70	100%	0.00	0	0	100%	0.00	0	0
Terrace	3	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	39	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	2	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**1.00**	**1**	**70**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	70	98,350
Terrace	3			1,405	1,405	0	0
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	0	0
Semi	3			1,425	1,425	0	0
Semi	4			1,425	1,425	0	0
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	260	438,360
Det	5			1,686	1,686	0	0
Flat to5	1			1,671	1,671	0	0
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						330	536,710

1,626 £/m2

Occupants	Beds	Count	Population per unit	
Terrace	2	1	1.9	2
Terrace	3	0	2.4	0
Terrace	4	0	3	0
Semi	2	0	1.9	0
Semi	3	0	2.4	0
Semi	4	0	3	0
Det	3	0	2.4	0
Det	4	2	3	6
Det	5	0	3	0
Flat to5	1	0	1.5	0
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**8**

ha per 1,000	
	Allotments and Community Gardens
	Amenity Greenspace
	Cemeteries and Churchyards
	Natural and Semi-Natural Greenspace
	Outdoor Sports Facilities
	Parks and Gardens
	Provisions for Children
	0.0000
0.0000	**ha**

Open Space Required	0.000
Gross - Net	0.005
Shortfall / Surplus	0.005

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		2	260	130.00	260	130.00
Aff - rented		1	70	70.00	70	70.00
Shared Ownership		0	0	70.00	0	70.00
First Homes		0	0	70.00	0	70.00
		3	**330**		**330**	

Green 9 LD								Rounded
9	UNITS	9		Aff - rented	60%	% of Aff	1.62	2
	Affordable	30%	2.7	Shared Owne	15%		0.41	0
				First Homes	25%	% of Aff	0.675	1
							2.7	3

Modelling			Area ha		Characteristics	
Density	20	units/ha	Total	0.474	Sub Area	Grantham and Wider
Net:Gross	95%		Gross	0.474 ha	Green Brov	Green
			Net	0.450 ha	Use	Paddock

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	6.3		Rounded	m2	m2	Circulation	2		Rounded	m2	0		Rounded	m2	1		Rounded	m2
Terrace	2	73	0.0%		0.00	0	0	70	0.0%	100%	2.00	2	140	100%	0.00	0	0	100%	1.00	1	70
Terrace	3	86	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	98	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	106	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%	50%	3.15	3	390	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	50%	3.15	3	420	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**6.30**	**6**	**810**			**100%**	**2.00**	**2**	**140**	**100%**	**0.00**	**0**	**0**	**100%**	**1.00**	**1**	**70**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	210	295,050
Terrace	3			1,405	1,405	0	0
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	0	0
Semi	3			1,425	1,425	0	0
Semi	4			1,425	1,425	0	0
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	390	657,540
Det	5			1,686	1,686	420	708,120
Flat to5	1			1,671	1,671	0	0
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						1,020	1,660,710

1,628 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	3	1.9	6
Terrace	3	0	2.4	0
Terrace	4	0	3	0
Semi	2	0	1.9	0
Semi	3	0	2.4	0
Semi	4	0	3	0
Det	3	0	2.4	0
Det	4	3	3	9
Det	5	3	3	9
Flat to5	1	0	1.5	0
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**24**

ha per 1,000			
	Allotments and Community Gardens		
	Amenity Greenspace		
	Cemeteries and Churchyards		
	Natural and Semi-Natural Greenspace		
	Outdoor Sports Facilities		
	Parks and Gardens		
	Provisions for Children	Open Space Required	0.000
0.0000		Gross - Net	0.024
0.0000	**ha**	Shortfall / Surplus	0.024

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		6	810	135.00	810	135.00
Aff - rented		2	140	70.00	140	70.00
Shared Ownership		0	0	70.00	0	70.00
First Homes		1	70	70.00	70	70.00
		9	**1,020**		**1,020**	

Green 6 LD								Rounded
10	UNITS	6		Aff - rented	60%	% of Aff	1.08	1
	Affordable	30%	1.8	Shared Owne	15%		0.27	0
				First Homes	25%	% of Aff	0.45	0
							1.8	1

Modelling			Area ha		
Density	20	units/ha	Total	0.316	
Net:Gross	95%		Gross	0.316	ha
			Net	0.300	ha

Characteristics	
Sub Area	Grantham and Wider
Green Brov	Green
Use	Paddock

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	4.2		Rounded	m2	m2	Circulation	1		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	73	0.0%		0.00	0	0	70	0.0%	100%	1.00	1	70	100%	0.00	0	0	100%	0.00	1	70
Terrace	3	86	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	98	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	106	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%	50%	2.10	2	260	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	50%	2.10	2	280	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**4.20**	**4**	**540**			**100%**	**1.00**	**1**	**70**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**1**	**70**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	140	196,700
Terrace	3			1,405	1,405	0	0
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	0	0
Semi	3			1,425	1,425	0	0
Semi	4			1,425	1,425	0	0
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	260	438,360
Det	5			1,686	1,686	280	472,080
Flat to5	1			1,671	1,671	0	0
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						680	1,107,140

1,628 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	2	1.9	4
Terrace	3	0	2.4	0
Terrace	4	0	3	0
Semi	2	0	1.9	0
Semi	3	0	2.4	0
Semi	4	0	3	0
Det	3	0	2.4	0
Det	4	2	3	6
Det	5	2	3	6
Flat to5	1	0	1.5	0
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**16**

ha per 1,000			
	Allotments and Community Gardens		
	Amenity Greenspace		
	Cemeteries and Churchyards		
	Natural and Semi-Natural Greenspace		
	Outdoor Sports Facilities		
	Parks and Gardens		
	Provisions for Children	Open Space Required	0.000
	0.0000	Gross - Net	0.016
0.0000	**ha**	Shortfall / Surplus	0.016

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		4	540	135.00	540	135.00
Aff - rented		1	70	70.00	70	70.00
Shared Ownership		0	0	70.00	0	70.00
First Homes		1	70	70.00	70	70.00
		6	**680**		**680**	

Green 3 LD

11	UNITS	3		Aff - rented	60%	% of Aff	
	Affordable	30%	0.9	Shared Owne	15%		
				First Homes	25%	% of Aff	

	Rounded
0.54	1
0.14	0
0.225	0
0.9	1

Modelling			Area ha			Characteristics	
Density	20	units/ha	Total	0.158		Sub Area	Grantham and Wider
Net:Gross	95%		Gross	0.158	ha	Green Brov	Green
			Net	0.150	ha	Use	Paddock

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	2.1		Rounded	m2	m2	Circulation	1		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	73	0.0%		0.00	0	0	70	0.0%	100%	1.00	1	70	100%	0.00	0	0	100%	0.00	0	0
Terrace	3	86	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	98	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	106	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%	100%	2.10	2	260	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%		0.00	0	0	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	2.10	2	260			100%	1.00	1	70	100%	0.00	0	0	100%	0.00	0	0

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	70	98,350
Terrace	3			1,405	1,405	0	0
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	0	0
Semi	3			1,425	1,425	0	0
Semi	4			1,425	1,425	0	0
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	260	438,360
Det	5			1,686	1,686	0	0
Flat to5	1			1,671	1,671	0	0
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						330	536,710

1,626 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	1	1.9	2
Terrace	3	0	2.4	0
Terrace	4	0	3	0
Semi	2	0	1.9	0
Semi	3	0	2.4	0
Semi	4	0	3	0
Det	3	0	2.4	0
Det	4	2	3	6
Det	5	0	3	0
Flat to5	1	0	1.5	0
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**8**

ha per 1,000			
	Allotments and Community Gardens		
	Amenity Greenspace		
	Cemeteries and Churchyards		
	Natural and Semi-Natural Greenspace		
	Outdoor Sports Facilities		
	Parks and Gardens		
	Provisions for Children	Open Space Required	0.000
	0.0000	Gross - Net	0.008
0.0000	**ha**	Shortfall / Surplus	0.008

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		2	260	130.00	260	130.00
Aff - rented		1	70	70.00	70	70.00
Shared Ownership		0	0	70.00	0	70.00
First Homes		0	0	70.00	0	70.00
		3	**330**		**330**	

Brown 75								Rounded	Modelling			Area ha			Characteristics	
12	UNITS	75		Aff - rented	60%	% of Aff	13.5	14	Density	40	units/ha	Total	2.344		Sub Area	Grantham and Wider
	Affordable	30%	22.5	Shared Owne	15%		3.38	3	Net:Gross	80%		Gross	2.344	ha	Green Brov	Brown
				First Homes	25%	% of Aff	5.625	6				Net	1.875	ha	Use	PDL
							22.5	23								

				Market			
	Beds	m2	Circulation	52.5		Rounded	m2
Terrace	2	73	0.0%	15%	7.88	8	584
Terrace	3	86	0.0%	25%	13.13	13	1,118
Terrace	4	97	0.0%		0.00	0	0
Semi	2	81	0.0%	15%	7.88	8	648
Semi	3	98	0.0%	25%	13.13	13	1,274
Semi	4	106	0.0%	15%	7.88	8	848
Det	3	120	0.0%		0.00	0	0
Det	4	130	0.0%		0.00	0	0
Det	5	140	0.0%		0.00	0	0
Flat to5	1	40	10.0%	5%	2.63	2	88
Flat to5	2	65	10.0%		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0
				100%	**52.50**	**52**	**4,560**

				Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	14		Rounded	m2	3		Rounded	m2	6		Rounded	m2
Terrace	2	70	0.0%	24%	3.36	5	350	15%	0.45	1	70	15%	0.90	1	70
Terrace	3	84	0.0%	10%	1.40	1	84	25%	0.75	1	84	25%	1.50	2	168
Terrace	4	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	79	0.0%	24%	3.36	3	237	15%	0.45	0	0	15%	0.90	1	79
Semi	3	93	0.0%	10%	1.40	1	93	25%	0.75	1	93	25%	1.50	2	186
Semi	4	106	0.0%	1%	0.14	0	0	15%	0.45	0	0	15%	0.90	0	0
Det	3	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	119	0.0%	1%	0.14	0	0		0.00	0	0		0.00	0	0
Flat to5	1	39	10.0%	30%	4.20	4	172	5%	0.15	0	0	5%	0.30	0	0
Flat to5	2	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**14.00**	**14**	**936**	**100%**	**3.00**	**3**	**247**	**100%**	**6.00**	**6**	**503**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	1,074	1,508,970
Terrace	3			1,405	1,405	1,454	2,042,870
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	964	1,373,700
Semi	3			1,425	1,425	1,646	2,345,550
Semi	4			1,425	1,425	848	1,208,400
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	0	0
Det	5			1,686	1,686	0	0
Flat to5	1			1,671	1,671	260	433,792
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						6,246	8,913,282
							1,427 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	15	1.9	29
Terrace	3	17	2.4	41
Terrace	4	0	3	0
Semi	2	12	1.9	23
Semi	3	17	2.4	41
Semi	4	8	3	24
Det	3	0	2.4	0
Det	4	0	3	0
Det	5	0	3	0
Flat to5	1	6	1.5	9
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**166**

ha per 1,000			
0.0000	Allotments and Community Gardens		
0.6000	Amenity Greenspace		
0.0000	Cemeteries and Churchyards		
2.0000	Natural and Semi-Natural Greenspace		
1.6000	Outdoor Sports Facilities		
0.5000	Parks and Gardens		
0.1500	Provisions for Children	Open Space Required	0.805
0.0000	0.0000	Gross - Net	0.469
4.8500	**ha**	Shortfall / Surplus	-0.336

Summary		Construction		Saleable	
	Units	m2	Average	m2	Average
Market Housing	52	4,560	87.69	4,552	87.54
Aff - rented	14	936	66.83	920	65.71
Shared Ownership	3	247	82.33	247	82.33
First Homes	6	503	83.83	503	83.83
	75	**6,246**		**6,222**	

Brown 40								Rounded
13	UNITS	**40**		Aff - rented	60%	% of Aff	7.2	7
	Affordable	30%	12	Shared Owne	15%		1.80	2
				First Homes	25%	% of Aff	3	3
							12	12

Modelling			Area ha			Characteristics	
Density	40	units/ha	Total	1.250		Sub Area	Grantham and Wider
Net:Gross	80%		Gross	1.250	ha	Green Brow	Brown
			Net	1.000	ha	Use	PDL

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	28		Rounded	m2	m2	Circulation	7		Rounded	m2	2		Rounded	m2	3		Rounded	m2
Terrace	2	73		15%	4.20	4	292	70	0.0%	24%	1.68	2	140	15%	0.30	0	0	15%	0.45	0	0
Terrace	3	86		25%	7.00	8	688	84	0.0%	10%	0.70	1	84	25%	0.50	1	84	25%	0.75	2	168
Terrace	4	97			0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81		15%	4.20	4	324	79	0.0%	24%	1.68	2	158	15%	0.30	0	0	15%	0.45	0	0
Semi	3	98		25%	7.00	7	686	93	0.0%	10%	0.70	1	93	25%	0.50	1	93	25%	0.75	1	93
Semi	4	106		15%	4.20	4	424	106	0.0%	1%	0.07	0	0	15%	0.30	0	0	15%	0.45	0	0
Det	3	120			0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130			0.00	0	0	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140			0.00	0	0	119	0.0%	1%	0.07	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40		5%	1.40	1	40	39	10.0%	30%	2.10	1	43	5%	0.10	0	0	5%	0.15	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**28.00**	**28**	**2,454**			**100%**	**7.00**	**7**	**518**	**100%**	**2.00**	**2**	**177**	**100%**	**3.00**	**3**	**261**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	432	606,960
Terrace	3			1,405	1,405	1,024	1,438,720
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	482	686,850
Semi	3			1,425	1,425	965	1,375,125
Semi	4			1,425	1,425	424	604,200
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	0	0
Det	5			1,686	1,686	0	0
Flat to5	1			1,671	1,671	83	138,526
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						3,410	4,850,381

1,422 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	6	1.9	11
Terrace	3	12	2.4	29
Terrace	4	0	3	0
Semi	2	6	1.9	11
Semi	3	10	2.4	24
Semi	4	4	3	12
Det	3	0	2.4	0
Det	4	0	3	0
Det	5	0	3	0
Flat to5	1	2	1.5	3
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**91**

ha per 1,000			
0.0000	Allotments and Community Gardens		
0.6000	Amenity Greenspace		
0.0000	Cemeteries and Churchyards		
2.0000	Natural and Semi-Natural Greenspace		
1.6000	Outdoor Sports Facilities		
0.5000	Parks and Gardens		
0.1500	Provisions for Children	Open Space Required	0.439
0.0000	0.0000	Gross - Net	0.250
4.8500	**ha**	Shortfall / Surplus	-0.189

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		28	2,454	87.64	2,454	87.64
Aff - rented		7	518	73.99	514	73.43
Shared Ownership		2	177	88.50	177	88.50
First Homes		3	261	87.00	261	87.00
		40	**3,410**		**3,406**	

Brown 25

								Rounded
14	UNITS	**25**		Aff - rented	60%	% of Aff	4.5	5
	Affordable	30%	7.5	Shared Owne	15%		1.13	1
				First Homes	25%	% of Aff	1.875	2
							7.5	8

Modelling			Area ha			Characteristics	
Density	40	units/ha	Total	0.658		Sub Area	Grantham and Wider
Net:Gross	95%		Gross	0.658	ha	Green Brov	Brown
			Net	0.625	ha	Use	PDL

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	17.5		Rounded	m2	m2	Circulation	5		Rounded	m2	1		Rounded	m2	2		Rounded	m2
Terrace	2	73	0.0%	15%	2.63	3	219	70	0.0%	24%	1.20	1	70	100%	1.00	1	70	50%	1.00	1	70
Terrace	3	86	0.0%	25%	4.38	4	344	84	0.0%	10%	0.50	1	84		0.00	0	0	50%	1.00	1	84
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%	15%	2.63	3	243	79	0.0%	24%	1.20	1	79		0.00	0	0		0.00	0	0
Semi	3	98	0.0%	25%	4.38	4	392	93	0.0%	10%	0.50	1	93		0.00	0	0		0.00	0	0
Semi	4	106	0.0%	15%	2.63	3	318	106	0.0%	1%	0.05	0	0		0.00	0	0		0.00	0	0
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%		0.00	0	0	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%		0.00	0	0	119	0.0%	1%	0.05	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%	5%	0.88	0	0	39	10.0%	30%	1.50	1	43		0.00	0	0		0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**17.50**	**17**	**1,516**			**100%**	**5.00**	**5**	**369**	**100%**	**1.00**	**1**	**70**	**100%**	**2.00**	**2**	**154**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	429	602,745
Terrace	3			1,405	1,405	512	719,360
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	322	458,850
Semi	3			1,425	1,425	485	691,125
Semi	4			1,425	1,425	318	453,150
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	0	0
Det	5			1,686	1,686	0	0
Flat to5	1			1,671	1,671	43	71,686
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						2,109	2,996,916

1,421 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	6	1.9	11
Terrace	3	6	2.4	14
Terrace	4	0	3	0
Semi	2	4	1.9	8
Semi	3	5	2.4	12
Semi	4	3	3	9
Det	3	0	2.4	0
Det	4	0	3	0
Det	5	0	3	0
Flat to5	1	1	1.5	2
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**56**

ha per 1,000			
0.0000	Allotments and Community Gardens		
0.6000	Amenity Greenspace		
0.0000	Cemeteries and Churchyards		
2.0000	Natural and Semi-Natural Greenspace		
1.6000	Outdoor Sports Facilities		
0.5000	Parks and Gardens		
0.1500	Provisions for Children	Open Space Required	0.271
0.0000	0.0000	Gross - Net	0.033
4.8500	**ha**	Shortfall / Surplus	-0.238

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		17	1,516	89.18	1,516	89.18
Aff - rented		5	369	73.78	365	73.00
Shared Ownership		1	70	70.00	70	70.00
First Homes		2	154	77.00	154	77.00
		25	**2,109**		**2,105**	

Brown 16

								Rounded
15	UNITS	**16**		Aff - rented	60%	% of Aff	2.88	3
	Affordable	30%	4.8	Shared Owne	15%		0.72	1
				First Homes	25%	% of Aff	1.2	1
							4.8	5

Modelling			Area ha			Characteristics	
Density	40	units/ha	Total	0.421		Sub Area	Grantham and Wider
Net:Gross	95%		Gross	0.421	ha	Green Brov	Brown
			Net	0.400	ha	Use	PDL

	Beds	m2	Circulation	**Market** 11.2		Rounded	m2
Terrace	2	73	0.0%		0.00	0	0
Terrace	3	86	0.0%		0.00	0	0
Terrace	4	97	0.0%		0.00	0	0
Semi	2	81	0.0%	30%	3.36	4	324
Semi	3	98	0.0%	40%	4.48	4	392
Semi	4	106	0.0%		0.00	0	0
Det	3	120	0.0%		0.00	0	0
Det	4	130	0.0%	30%	3.36	3	390
Det	5	140	0.0%		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0
				100%	**11.20**	**11**	**1,106**

	m2	Circulation	**Affordable for Rent** 3		Rounded	m2	**Shared Ownership** 1		Rounded	m2	**First Homes** 1		Rounded	m2
Terrace	70	0.0%	100%	3.00	3	210	100%	1.00	1	70	100%	1.00	1	70
Terrace	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	39	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
			100%	**3.00**	**3**	**210**	**100%**	**1.00**	**1**	**70**	**100%**	**1.00**	**1**	**70**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	350	491,750
Terrace	3			1,405	1,405	0	0
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	324	461,700
Semi	3			1,425	1,425	392	558,600
Semi	4			1,425	1,425	0	0
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	390	657,540
Det	5			1,686	1,686	0	0
Flat to5	1			1,671	1,671	0	0
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						1,456	2,169,590

1,490 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	5	1.9	10
Terrace	3	0	2.4	0
Terrace	4	0	3	0
Semi	2	4	1.9	8
Semi	3	4	2.4	10
Semi	4	0	3	0
Det	3	0	2.4	0
Det	4	3	3	9
Det	5	0	3	0
Flat to5	1	0	1.5	0
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**36**

ha per 1,000			
0.0000	Allotments and Community Gardens		
0.6000	Amenity Greenspace		
0.0000	Cemeteries and Churchyards		
2.0000	Natural and Semi-Natural Greenspace		
1.6000	Outdoor Sports Facilities		
0.5000	Parks and Gardens		
0.1500	Provisions for Children	Open Space Required	0.173
0.0000	0.0000	Gross - Net	0.021
4.8500	**ha**	Shortfall / Surplus	-0.152

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		11	1,106	100.55	1,106	100.55
Aff - rented		3	210	70.00	210	70.00
Shared Ownership		1	70	70.00	70	70.00
First Homes		1	70	70.00	70	70.00
		16	**1,456**		**1,456**	

Brown 6

							Rounded
16	UNITS	**6**		Aff - rented	60% % of Aff	1.08	1
	Affordable	30%	1.8	Shared Owne	15%	0.27	0
				First Homes	25% % of Aff	0.45	1
						1.8	2

Modelling			Area ha		
Density	40	units/ha	Total	0.158	
Net:Gross	95%		Gross	0.158	ha
			Net	0.150	ha

Characteristics	
Sub Area	Grantham and Wider
Green Brov	Brown
Use	PDL

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	4.2		Rounded	m2	m2	Circulation	1		Rounded	m2	0		Rounded	m2	1		Rounded	m2
Terrace	2	73	0.0%		0.00	0	0	70	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	3	86	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%		0.00	0	0	79	0.0%	100%	1.00	1	79	100%	0.00	0	0	100%	1.00	1	79
Semi	3	98	0.0%	100%	4.20	4	392	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	106	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%		0.00	0	0	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%		0.00	0	0	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**4.20**	**4**	**392**			**100%**	**1.00**	**1**	**79**	**100%**	**0.00**	**0**	**0**	**100%**	**1.00**	**1**	**79**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	0	0
Terrace	3			1,405	1,405	0	0
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	158	225,150
Semi	3			1,425	1,425	392	558,600
Semi	4			1,425	1,425	0	0
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	0	0
Det	5			1,686	1,686	0	0
Flat to5	1			1,671	1,671	0	0
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						550	783,750

1,425 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.9	0
Terrace	3	0	2.4	0
Terrace	4	0	3	0
Semi	2	2	1.9	4
Semi	3	4	2.4	10
Semi	4	0	3	0
Det	3	0	2.4	0
Det	4	0	3	0
Det	5	0	3	0
Flat to5	1	0	1.5	0
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**13**

ha per 1,000			
	Allotments and Community Gardens		
	Amenity Greenspace		
	Cemeteries and Churchyards		
	Natural and Semi-Natural Greenspace		
	Outdoor Sports Facilities		
	Parks and Gardens		
	Provisions for Children	Open Space Required	0.000
0.0000		Gross - Net	0.008
0.0000	**ha**	Shortfall / Surplus	0.008

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		4	392	98.00	392	98.00
Aff - rented		1	79	79.00	79	79.00
Shared Ownership		0	0	79.00	0	79.00
First Homes		1	79	79.00	79	79.00
		6	**550**		**550**	

Brown 3							Rounded
17	UNITS	**3**	Aff - rented	60%	% of Aff	0.54	1
	Affordable	30%	0.9 Shared Owne	15%		0.14	0
			First Homes	25%	% of Aff	0.225	0
						0.9	1

Modelling			Area ha		Characteristics	
Density	40	units/ha	Total	0.079	Sub Area	Grantham and Wider
Net:Gross	95%		Gross	0.079 ha	Green Brov	Brown
			Net	0.075 ha	Use	PDL

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	2.1		Rounded	m2	m2	Circulation	1		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	73	0.0%		0.00	0	0	70	0.0%	100%	1.00	1	70	100%	0.00	0	0	100%	0.00	0	0
Terrace	3	86	0.0%	100%	2.10	2	172	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	98	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	106	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%		0.00	0	0	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%		0.00	0	0	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**2.10**	**2**	**172**			**100%**	**1.00**	**1**	**70**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	70	98,350
Terrace	3			1,405	1,405	172	241,660
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	0	0
Semi	3			1,425	1,425	0	0
Semi	4			1,425	1,425	0	0
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	0	0
Det	5			1,686	1,686	0	0
Flat to5	1			1,671	1,671	0	0
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						242	340,010

1,405 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	1	1.9	2
Terrace	3	2	2.4	5
Terrace	4	0	3	0
Semi	2	0	1.9	0
Semi	3	0	2.4	0
Semi	4	0	3	0
Det	3	0	2.4	0
Det	4	0	3	0
Det	5	0	3	0
Flat to5	1	0	1.5	0
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**7**

ha per 1,000			
	Allotments and Community Gardens		
	Amenity Greenspace		
	Cemeteries and Churchyards		
	Natural and Semi-Natural Greenspace		
	Outdoor Sports Facilities		
	Parks and Gardens		
	Provisions for Children	Open Space Required	0.000
	0.0000	Gross - Net	0.004
0.0000	**ha**	Shortfall / Surplus	0.004

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		2	172	86.00	172	86.00
Aff - rented		1	70	70.00	70	70.00
Shared Ownership		0	0	70.00	0	70.00
First Homes		0	0	70.00	0	70.00
		3	**242**		**242**	

Flats 60								Rounded
18	UNITS	**60**		Aff - rented	60%	% of Aff	10.8	11
	Affordable	30%	18	Shared Owne	15%		2.70	1
				First Homes	25%	% of Aff	4.5	5
							18	17

Modelling			Area ha			Characteristics	
Density	80	units/ha	Total	0.789		Sub Area	Grantham and Wider
Net:Gross	95%		Gross	0.789	ha	Green Brov	Brown
			Net	0.750	ha	Use	PDL

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	42		Rounded	m2	m2	Circulation	11		Rounded	m2	1		Rounded	m2	5		Rounded	m2
Terrace	2	73	0.0%		0.00	0	0	70	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	3	86	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	98	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	106	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%		0.00	0	0	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%		0.00	0	0	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	30%	3.30	3	129		0.00	0	0		0.00	0	0
Flat to5	2	65	10.0%	50%	21.00	21	1,502	61	10.0%	50%	5.50	6	403	100%	1.00	1	67	100%	5.00	5	336
Flat to5	3	80	10.0%	50%	21.00	21	1,848	74	10.0%	20%	2.20	2	163		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**42.00**	**42**	**3,350**			**100%**	**11.00**	**11**	**694**	**100%**	**1.00**	**1**	**67**	**100%**	**5.00**	**5**	**336**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	0	0
Terrace	3			1,405	1,405	0	0
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	0	0
Semi	3			1,425	1,425	0	0
Semi	4			1,425	1,425	0	0
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	0	0
Det	5			1,686	1,686	0	0
Flat to5	1			1,671	1,671	129	215,058
Flat to5	2			1,671	1,671	2,307	3,854,496
Flat to5	3			1,671	1,671	2,011	3,360,047
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						4,446	7,429,600

1,671 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.9	0
Terrace	3	0	2.4	0
Terrace	4	0	3	0
Semi	2	0	1.9	0
Semi	3	0	2.4	0
Semi	4	0	3	0
Det	3	0	2.4	0
Det	4	0	3	0
Det	5	0	3	0
Flat to5	1	3	1.5	5
Flat to5	2	33	1.9	63
Flat to5	3	23	2.4	55
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**122**

ha per 1,000			
0.0000	Allotments and Community Gardens		
0.6000	Amenity Greenspace		
0.0000	Cemeteries and Churchyards		
2.0000	Natural and Semi-Natural Greenspace		
1.6000	Outdoor Sports Facilities		
0.5000	Parks and Gardens		
0.1500	Provisions for Children	Open Space Required	0.594
0.0000	0.0000	Gross - Net	0.039
4.8500	**ha**	Shortfall / Surplus	-0.554

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		42	3,350	79.75	3,045	72.50
Aff - rented		11	694	63.10	631	57.36
Shared Ownership		1	67	67.10	61	61.00
First Homes		5	336	67.10	305	61.00
		59	**4,446**		**4,042**	

Flats 12

								Rounded
19	UNITS	**12**		Aff - rented	60%	% of Aff	2.16	2
	Affordable	30%	3.6	Shared Owne	15%		0.54	1
				First Homes	25%	% of Aff	0.9	1
							3.6	4

Modelling			Area ha		
Density	70	units/ha	Total	0.180	
Net:Gross	95%		Gross	0.180	ha
			Net	0.171	ha

Characteristics	
Sub Area	Grantham and Wider
Green Brov	Brown
Use	PDL

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	8.4		Rounded	m2	m2	Circulation	2		Rounded	m2	1		Rounded	m2	1		Rounded	m2
Terrace	2	73	0.0%		0.00	0	0	70	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	3	86	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	98	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	106	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%		0.00	0	0	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%		0.00	0	0	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	30%	0.60	1	43		0.00	0	0		0.00	0	0
Flat to5	2	65	10.0%	50%	4.20	4	286	61	10.0%	50%	1.00	1	67	50%	0.50	1	67	50%	0.50	1	67
Flat to5	3	80	10.0%	50%	4.20	4	352	74	10.0%	20%	0.40	0	0	50%	0.50	0	0	50%	0.50	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**8.40**	**8**	**638**			**100%**	**2.00**	**2**	**110**	**100%**	**1.00**	**1**	**67**	**100%**	**1.00**	**1**	**67**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	0	0
Terrace	3			1,405	1,405	0	0
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	0	0
Semi	3			1,425	1,425	0	0
Semi	4			1,425	1,425	0	0
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	0	0
Det	5			1,686	1,686	0	0
Flat to5	1			1,671	1,671	43	71,686
Flat to5	2			1,671	1,671	487	814,278
Flat to5	3			1,671	1,671	352	588,192
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						882	1,474,156

1,671 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.9	0
Terrace	3	0	2.4	0
Terrace	4	0	3	0
Semi	2	0	1.9	0
Semi	3	0	2.4	0
Semi	4	0	3	0
Det	3	0	2.4	0
Det	4	0	3	0
Det	5	0	3	0
Flat to5	1	1	1.5	2
Flat to5	2	7	1.9	13
Flat to5	3	4	2.4	10
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**24**

ha per 1,000	
0.0000	Allotments and Community Gardens
0.6000	Amenity Greenspace
0.0000	Cemeteries and Churchyards
2.0000	Natural and Semi-Natural Greenspace
1.6000	Outdoor Sports Facilities
0.5000	Parks and Gardens
0.1500	Provisions for Children
0.0000	0.0000
4.8500	**ha**

Open Space Required	0.118
Gross - Net	0.009
Shortfall / Surplus	-0.109

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		8	638	79.75	580	72.50
Aff - rented		2	110	55.00	100	50.00
Shared Ownership		1	67	67.10	61	61.00
First Homes		1	67	67.10	61	61.00
		12	**882**		**802**	

Flats 6								Rounded
20	UNITS	**6**		Aff - rented	60%	% of Aff	1.08	1
	Affordable	30%	1.8	Shared Owne	15%		0.27	0
				First Homes	25%	% of Aff	0.45	1
							1.8	2

Modelling			Area ha		
Density	70	units/ha	Total	0.090	
Net:Gross	95%		Gross	0.090	ha
			Net	0.086	ha

Characteristics	
Sub Area	Grantham and Wider
Green Brov	Brown
Use	PDL

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	4.2		Rounded	m2	m2	Circulation	1		Rounded	m2	0		Rounded	m2	1		Rounded	m2
Terrace	2	73	0.0%		0.00	0	0	70	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	3	86	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	98	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	106	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%		0.00	0	0	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%		0.00	0	0	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	2	65	10.0%	50%	2.10	2	143	61	10.0%	100%	1.00	1	67	100%	0.00	0	0	100%	1.00	1	67
Flat to5	3	80	10.0%	50%	2.10	2	176	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**4.20**	**4**	**319**			**100%**	**1.00**	**1**	**67**	**100%**	**0.00**	**0**	**0**	**100%**	**1.00**	**1**	**67**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	0	0
Terrace	3			1,405	1,405	0	0
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	0	0
Semi	3			1,425	1,425	0	0
Semi	4			1,425	1,425	0	0
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	0	0
Det	5			1,686	1,686	0	0
Flat to5	1			1,671	1,671	0	0
Flat to5	2			1,671	1,671	277	463,201
Flat to5	3			1,671	1,671	176	294,096
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						453	757,297

1,671 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.9	0
Terrace	3	0	2.4	0
Terrace	4	0	3	0
Semi	2	0	1.9	0
Semi	3	0	2.4	0
Semi	4	0	3	0
Det	3	0	2.4	0
Det	4	0	3	0
Det	5	0	3	0
Flat to5	1	0	1.5	0
Flat to5	2	4	1.9	8
Flat to5	3	2	2.4	5
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**12**

ha per 1,000			
	Allotments and Community Gardens		
	Amenity Greenspace		
	Cemeteries and Churchyards		
	Natural and Semi-Natural Greenspace		
	Outdoor Sports Facilities		
	Parks and Gardens		
	Provisions for Children	Open Space Required	0.000
	0.0000	Gross - Net	0.005
0.0000	**ha**	Shortfall / Surplus	0.005

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		4	319	79.75	290	72.50
Aff - rented		1	67	67.10	61	61.00
Shared Ownership		0	0	67.10	0	61.00
First Homes		1	67	67.10	61	61.00
		6	**453**		**412**	

BtR Houses 60								Rounded
21	UNITS	**60**		Aff - rented	100%	% of Aff	18	18
	Affordable	30%	18	Shared Owne	0%		0.00	0
				First Homes	0%	% of Aff	0	0
							18	18

Modelling			Area ha			Characteristics	
Density	30	units/ha	Total	2.669		Sub Area	Grantham and Wider
Net:Gross	80%		Gross	2.500	ha	Green Brov	Green
			Net	2.000	ha	Use	Agricultural

				Market			
	Beds	m2	Circulation	42		Rounded	m2
Terrace	2	73	0.0%	20%	8.40	8	584
Terrace	3	86	0.0%	20%	8.40	8	688
Terrace	4	97	0.0%		0.00	0	0
Semi	2	81	0.0%		0.00	0	0
Semi	3	98	0.0%	40%	16.80	17	1,666
Semi	4	106	0.0%	20%	8.40	8	848
Det	3	120	0.0%		0.00	0	0
Det	4	130	0.0%		0.00	0	0
Det	5	140	0.0%		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0
				100%	**42.00**	**41**	**3,786**

			Affordable for Rent				**Shared Ownership**				**First Homes**			
	m2	Circulation	18		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace 2	70	0.0%	50%	9.00	9	630	100%	0.00	0	0	100%	0.00	0	0
Terrace 3	84	0.0%	50%	9.00	9	756		0.00	0	0		0.00	0	0
Terrace 4	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi 2	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi 3	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi 4	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det 3	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det 4	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det 5	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5 1	39	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5 2	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5 3	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+ 1	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+ 2	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+ 3	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
			100%	**18.00**	**18**	**1,386**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	1,214	1,705,670
Terrace	3			1,405	1,405	1,444	2,028,820
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	0	0
Semi	3			1,425	1,425	1,666	2,374,050
Semi	4			1,425	1,425	848	1,208,400
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	0	0
Det	5			1,686	1,686	0	0
Flat to5	1			1,671	1,671	0	0
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						5,172	7,316,940

1,415 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	17	1.9	32
Terrace	3	17	2.4	41
Terrace	4	0	3	0
Semi	2	0	1.9	0
Semi	3	17	2.4	41
Semi	4	8	3	24
Det	3	0	2.4	0
Det	4	0	3	0
Det	5	0	3	0
Flat to5	1	0	1.5	0
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**138**

ha per 1,000			
0.0000	Allotments and Community Gardens		
0.6000	Amenity Greenspace		
0.0000	Cemeteries and Churchyards		
2.0000	Natural and Semi-Natural Greenspace		
1.6000	Outdoor Sports Facilities		
0.5000	Parks and Gardens		
0.1500	Provisions for Children	Open Space Required	0.669
0.0000	0.0000	Gross - Net	0.500
4.8500	**ha**	Shortfall / Surplus	-0.169

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		41	3,786	92.34	3,786	92.34
Aff - rented		18	1,386	77.00	1,386	77.00
Shared Ownership		0	0	77.00	0	77.00
First Homes		0	0	77.00	0	77.00
		59	**5,172**		**5,172**	

BTR Flats 50

								Rounded
22	UNITS	**50**		Aff - rented	100%	% of Aff	15	15
	Affordable	30%	15	Shared Owne	0%		0.00	0
				First Homes	0%	% of Aff	0	0
							15	15

Modelling			Area ha			
Density	60	units/ha	Total	0.877		
Net:Gross	95%		Gross	0.877	ha	
			Net	0.833	ha	

Characteristics	
Sub Area	Grantham and Wider
Green Brov	Brown
Use	PDL

	Beds	m2	Circulation	Market				m2	Circulation	Affordable for Rent				Shared Ownership				First Homes			
				35		Rounded	m2			15		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	73	0.0%		0.00	0	0	70	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	3	86	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	98	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	106	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%		0.00	0	0	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%		0.00	0	0	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%	20%	7.00	7	308	39	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	2	65	10.0%	40%	14.00	14	1,001	61	10.0%	100%	15.00	15	1,007		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%	40%	14.00	14	1,232	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**35.00**	**35**	**2,541**			**100%**	**15.00**	**15**	**1,007**	**0%**	**0.00**	**0**	**0**	**0%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	0	0
Terrace	3			1,405	1,405	0	0
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	0	0
Semi	3			1,425	1,425	0	0
Semi	4			1,425	1,425	0	0
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	0	0
Det	5			1,686	1,686	0	0
Flat to5	1			1,671	1,671	308	514,668
Flat to5	2			1,671	1,671	2,008	3,354,533
Flat to5	3			1,671	1,671	1,232	2,058,672
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						3,548	5,927,873

1,671 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.9	0
Terrace	3	0	2.4	0
Terrace	4	0	3	0
Semi	2	0	1.9	0
Semi	3	0	2.4	0
Semi	4	0	3	0
Det	3	0	2.4	0
Det	4	0	3	0
Det	5	0	3	0
Flat to5	1	7	1.5	11
Flat to5	2	29	1.9	55
Flat to5	3	14	2.4	34
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**99**

ha per 1,000	
0.0000	Allotments and Community Gardens
0.6000	Amenity Greenspace
0.0000	Cemeteries and Churchyards
2.0000	Natural and Semi-Natural Greenspace
1.6000	Outdoor Sports Facilities
0.5000	Parks and Gardens
0.1500	Provisions for Children
0.0000	0.0000
4.8500	**ha**

Open Space Required	0.481
Gross - Net	0.044
Shortfall / Surplus	-0.437

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		35	2,541	72.60	2,310	66.00
Aff - rented		15	1,007	67.10	915	61.00
Shared Ownership		0	0	67.10	0	61.00
First Homes		0	0	67.10	0	61.00
		50	**3,548**		**3,225**	

Land off Belton Lane

								Rounded
24	UNITS	**628**		Aff - rented	60%	% of Aff	113.04	113
	Affordable	30%	188.4	Shared Owne	15%		28.26	28
				First Homes	25%	% of Aff	47.1	47
							188.4	188

Modelling			Area ha			Characteristics	
Density	30	units/ha	Total	34.900		Sub Area	Great Gonerby
Net:Gross	60%		Gross	34.889	ha	Green Brov	Green
			Net	20.933	ha	Use	Agricultural

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	439.6		Rounded	m2	m2	Circulation	113		Rounded	m2	28		Rounded	m2	47		Rounded	m2
Terrace	2	73	0.0%	15%	65.94	66	4,818	70	0.0%	24%	27.12	28	1,960	15%	4.20	4	280	15%	7.05	7	490
Terrace	3	86	0.0%	25%	109.90	110	9,460	84	0.0%	10%	11.30	11	924	25%	7.00	7	588	25%	11.75	12	1,008
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%	15%	65.94	66	5,346	79	0.0%	24%	27.12	27	2,133	15%	4.20	4	316	15%	7.05	7	553
Semi	3	98	0.0%	25%	109.90	110	10,780	93	0.0%	10%	11.30	11	1,023	25%	7.00	7	651	25%	11.75	12	1,116
Semi	4	106	0.0%	3%	13.19	13	1,378	106	0.0%	1%	1.13	1	106	3%	0.84	1	106	3%	1.41	1	106
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%	10%	43.96	44	5,720	115	0.0%		0.00	0	0	10%	2.80	3	345	10%	4.70	5	575
Det	5	140	0.0%	3%	13.19	13	1,820	119	0.0%	1%	1.13	1	119	3%	0.84	1	119	3%	1.41	1	119
Flat to5	1	40	10.0%	4%	17.58	18	792	39	10.0%	30%	33.90	34	1,459	4%	1.12	1	43	4%	1.88	2	86
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**439.60**	**440**	**40,114**			**100%**	**113.00**	**113**	**7,724**	**100%**	**28.00**	**28**	**2,448**	**100%**	**47.00**	**47**	**4,053**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2		1,246		1,246	7,548	9,404,808
Terrace	3		1,246		1,246	11,980	14,927,080
Terrace	4		1,246		1,246	0	0
Semi	2		1,286		1,286	8,348	10,735,528
Semi	3		1,286		1,286	13,570	17,451,020
Semi	4		1,286		1,286	1,696	2,181,056
Det	3		1,465		1,465	0	0
Det	4		1,465		1,465	6,640	9,727,600
Det	5		1,465		1,465	2,177	3,189,305
Flat to5	1		1,472		1,472	2,379	3,502,330
Flat to5	2		1,472		1,472	0	0
Flat to5	3		1,472		1,472	0	0
Flat 6+	1		1,701		1,701	0	0
Flat 6+	2		1,701		1,701	0	0
Flat 6+	3		1,701		1,701	0	0
						54,338	71,118,727

1,309 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	105	1.9	200
Terrace	3	140	2.4	336
Terrace	4	0	3	0
Semi	2	104	1.9	198
Semi	3	140	2.4	336
Semi	4	16	3	48
Det	3	0	2.4	0
Det	4	52	3	156
Det	5	16	3	48
Flat to5	1	55	1.5	83
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**1,404**

ha per 1,000			
0.0000	Allotments and Community Gardens		
0.6000	Amenity Greenspace		
0.0000	Cemeteries and Churchyards		
2.0000	Natural and Semi-Natural Greenspace		
1.6000	Outdoor Sports Facilities		
0.5000	Parks and Gardens		
0.1500	Provisions for Children	Open Space Required	6.807
0.0000	0.0000	Gross - Net	13.956
4.8500	**ha**	Shortfall / Surplus	7.148

Summary

			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		440	40,114	91.17	40,042	91.00
Aff - rented		113	7,724	68.35	7,591	67.18
Shared Ownership		28	2,448	87.43	2,444	87.29
First Homes		47	4,053	86.23	4,045	86.06
		628	**54,338**		**54,122**	

Spitalgate Heath - (Southern Quadrant)

							Rounded
25	UNITS	**3700**		Aff - rented	60% % of Aff	666	666
	Affordable	30%	1110	Shared Owne	15%	166.50	167
				First Homes	25% % of Aff	277.5	278
						1110	1111

Modelling			
Density	30	units/ha	
Net:Gross	60%		

Area ha		
Total	215.000	
Gross	205.556	ha
Net	123.333	ha

Characteristics	
Sub Area	Grantham
Green Brov	Green
Use	Agricultural

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	2590		Rounded	m2	m2	Circulation	666		Rounded	m2	167		Rounded	m2	278		Rounded	m2
Terrace	2	73	0.0%	15%	388.50	389	28,397	70	0.0%	24%	159.84	160	11,200	15%	25.05	25	1,750	15%	41.70	42	2,940
Terrace	3	86	0.0%	25%	647.50	648	55,728	84	0.0%	10%	66.60	67	5,628	25%	41.75	42	3,528	25%	69.50	70	5,880
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%	15%	388.50	389	31,509	79	0.0%	24%	159.84	160	12,640	15%	25.05	25	1,975	15%	41.70	42	3,318
Semi	3	98	0.0%	25%	647.50	648	63,504	93	0.0%	10%	66.60	67	6,231	25%	41.75	42	3,906	25%	69.50	70	6,510
Semi	4	106	0.0%	3%	77.70	78	8,268	106	0.0%	1%	6.66	7	742	3%	5.01	5	530	3%	8.34	8	848
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%	10%	259.00	259	33,670	115	0.0%		0.00	0	0	10%	16.70	17	1,955	10%	27.80	28	3,220
Det	5	140	0.0%	3%	77.70	78	10,920	119	0.0%	1%	6.66	7	833	3%	5.01	5	595	3%	8.34	8	952
Flat to5	1	40	10.0%	4%	103.60	100	4,400	39	10.0%	30%	199.80	198	8,494	4%	6.68	6	257	4%	11.12	10	429
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**2,590.00**	**2,589**	**236,396**			**100%**	**666.00**	**666**	**45,768**	**100%**	**167.00**	**167**	**14,496**	**100%**	**278.00**	**278**	**24,097**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2		1,246		1,246	44,287	55,181,602
Terrace	3		1,246		1,246	70,764	88,171,944
Terrace	4		1,246		1,246	0	0
Semi	2		1,286		1,286	49,442	63,582,412
Semi	3		1,286		1,286	80,151	103,074,186
Semi	4		1,286		1,286	10,388	13,358,968
Det	3		1,465		1,465	0	0
Det	4		1,465		1,465	38,845	56,907,925
Det	5		1,465		1,465	13,300	19,484,500
Flat to5	1		1,472		1,472	13,581	19,990,643
Flat to5	2		1,472		1,472	0	0
Flat to5	3		1,472		1,472	0	0
Flat 6+	1		1,701		1,701	0	0
Flat 6+	2		1,701		1,701	0	0
Flat 6+	3		1,701		1,701	0	0
						320,758	419,752,180

1,309 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	616	1.9	1,170
Terrace	3	827	2.4	1,985
Terrace	4	0	3	0
Semi	2	616	1.9	1,170
Semi	3	827	2.4	1,985
Semi	4	98	3	294
Det	3	0	2.4	0
Det	4	304	3	912
Det	5	98	3	294
Flat to5	1	314	1.5	471
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**8,281**

ha per 1,000	
0.0000	Allotments and Community Gardens
0.6000	Amenity Greenspace
0.0000	Cemeteries and Churchyards
2.0000	Natural and Semi-Natural Greenspace
1.6000	Outdoor Sports Facilities
0.5000	Parks and Gardens
0.1500	Provisions for Children
0.0000	0.0000
4.8500	**ha**

Open Space Required	40.165
Gross - Net	82.222
Shortfall / Surplus	42.057

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		2,589	236,396	91.31	235,996	91.15
Aff - rented		666	45,768	68.72	44,996	67.56
Shared Ownership		167	14,496	86.80	14,473	86.66
First Homes		278	24,097	86.68	24,058	86.54
		3,700	**320,758**		**319,523**	

Rectory Farm

								Rounded
26	UNITS	**1554**		Aff - rented	60%	% of Aff	279.72	280
	Affordable	30%	466.2	Shared Owne	15%		69.93	70
				First Homes	25%	% of Aff	116.55	117
							466.2	467

Modelling			Area ha			Characteristics	
Density	30	units/ha	Total	83.590		Sub Area	Grantham
Net:Gross	60%		Gross	86.333	ha	Green Brov	Green
	70		Net	51.800	ha	Use	Agricultural

	Beds	m2	Circulation	Market			
				1087.8		Rounded	m2
Terrace	2	73	0.0%	15%	163.17	163	11,899
Terrace	3	86	0.0%	25%	271.95	272	23,392
Terrace	4	97	0.0%		0.00	0	0
Semi	2	81	0.0%	15%	163.17	163	13,203
Semi	3	98	0.0%	25%	271.95	272	26,656
Semi	4	106	0.0%	3%	32.63	33	3,498
Det	3	120	0.0%		0.00	0	0
Det	4	130	0.0%	10%	108.78	109	14,170
Det	5	140	0.0%	3%	32.63	33	4,620
Flat to5	1	40	10.0%	4%	43.51	42	1,848
Flat to5	2	65	10.0%		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0
				100%	**1,087.80**	**1,087**	**99,286**

	Beds	m2	Circulation	Affordable for Rent				Shared Ownership				First Homes			
				280		Rounded	m2	70		Rounded	m2	117		Rounded	m2
Terrace	2	70	0.0%	24%	67.20	67	4,690	15%	10.50	11	770	15%	17.55	18	1,260
Terrace	3	84	0.0%	10%	28.00	28	2,352	25%	17.50	18	1,512	25%	29.25	29	2,436
Terrace	4	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	79	0.0%	24%	67.20	67	5,293	15%	10.50	11	869	15%	17.55	18	1,422
Semi	3	93	0.0%	10%	28.00	28	2,604	25%	17.50	18	1,674	25%	29.25	29	2,697
Semi	4	106	0.0%	1%	2.80	3	318	3%	2.10	2	212	3%	3.51	4	424
Det	3	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	115	0.0%		0.00	0	0	10%	7.00	7	805	10%	11.70	12	1,380
Det	5	119	0.0%	1%	2.80	3	357	3%	2.10	2	238	3%	3.51	4	476
Flat to5	1	39	10.0%	30%	84.00	84	3,604	4%	2.80	1	43	4%	4.68	3	129
Flat to5	2	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**280.00**	**280**	**19,218**	**100%**	**70.00**	**70**	**6,123**	**100%**	**117.00**	**117**	**10,224**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2		1,246		1,246	18,619	23,199,274
Terrace	3		1,246		1,246	29,692	36,996,232
Terrace	4		1,246		1,246	0	0
Semi	2		1,286		1,286	20,787	26,732,082
Semi	3		1,286		1,286	33,631	43,249,466
Semi	4		1,286		1,286	4,452	5,725,272
Det	3		1,465		1,465	0	0
Det	4		1,465		1,465	16,355	23,960,075
Det	5		1,465		1,465	5,691	8,337,315
Flat to5	1		1,472		1,472	5,623	8,277,350
Flat to5	2		1,472		1,472	0	0
Flat to5	3		1,472		1,472	0	0
Flat 6+	1		1,701		1,701	0	0
Flat 6+	2		1,701		1,701	0	0
Flat 6+	3		1,701		1,701	0	0
						134,850	176,477,066

1,309 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	259	1.9	492
Terrace	3	347	2.4	833
Terrace	4	0	3	0
Semi	2	259	1.9	492
Semi	3	347	2.4	833
Semi	4	42	3	126
Det	3	0	2.4	0
Det	4	128	3	384
Det	5	42	3	126
Flat to5	1	130	1.5	195
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**3,481**

ha per 1,000			
0.0000	Allotments and Community Gardens		
0.6000	Amenity Greenspace		
0.0000	Cemeteries and Churchyards		
2.0000	Natural and Semi-Natural Greenspace		
1.6000	Outdoor Sports Facilities		
0.5000	Parks and Gardens		
0.1500	Provisions for Children	Open Space Required	16.882
0.0000	0.0000	Gross - Net	34.533
4.8500	**ha**	Shortfall / Surplus	17.651

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		1,087	99,286	91.34	99,118	91.18
Aff - rented		280	19,218	68.63	18,890	67.46
Shared Ownership		70	6,123	87.47	6,119	87.41
First Homes		117	10,224	87.38	10,212	87.28
		1,554	**134,850**		**134,339**	

Prince William of Gloucester Barracks								Rounded	Modelling			Area ha			Characteristics	
27	UNITS	**4000**		Aff - rented	60%	% of Aff	720	720	Density	35	units/ha	Total	184.000		Sub Area	Grantham
	Affordable	30%	1200	Shared Owne	15%		180.00	180	Net:Gross	60%		Gross	190.476	ha	Green Brov	Green (MOD)
				First Homes	25%	% of Aff	300	300				Net	114.286	ha	Use	MOD
							1200	1200								

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	2800		Rounded	m2	m2	Circulation	720		Rounded	m2	180		Rounded	m2	300		Rounded	m2
Terrace	2	73	0.0%	15%	420.00	420	30,660	70	0.0%	24%	172.80	173	12,110	15%	27.00	28	1,960	15%	45.00	45	3,150
Terrace	3	86	0.0%	25%	700.00	700	60,200	84	0.0%	10%	72.00	72	6,048	25%	45.00	45	3,780	25%	75.00	75	6,300
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%	15%	420.00	420	34,020	79	0.0%	24%	172.80	173	13,667	15%	27.00	27	2,133	15%	45.00	45	3,555
Semi	3	98	0.0%	25%	700.00	700	68,600	93	0.0%	10%	72.00	72	6,696	25%	45.00	45	4,185	25%	75.00	75	6,975
Semi	4	106	0.0%	3%	84.00	84	8,904	106	0.0%	1%	7.20	7	742	3%	5.40	5	530	3%	9.00	9	954
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%	10%	280.00	280	36,400	115	0.0%		0.00	0	0	10%	18.00	18	2,070	10%	30.00	30	3,450
Det	5	140	0.0%	3%	84.00	84	11,760	119	0.0%	1%	7.20	7	833	3%	5.40	5	595	3%	9.00	9	1,071
Flat to5	1	40	10.0%	4%	112.00	112	4,928	39	10.0%	30%	216.00	216	9,266	4%	7.20	7	300	4%	12.00	12	515
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**2,800.00**	**2,800**	**255,472**			**100%**	**720.00**	**720**	**49,362**	**100%**	**180.00**	**180**	**15,553**	**100%**	**300.00**	**300**	**25,970**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2		1,246		1,246	47,880	59,658,480
Terrace	3		1,246		1,246	76,328	95,104,688
Terrace	4		1,246		1,246	0	0
Semi	2		1,286		1,286	53,375	68,640,250
Semi	3		1,286		1,286	86,456	111,182,416
Semi	4		1,286		1,286	11,130	14,313,180
Det	3		1,465		1,465	0	0
Det	4		1,465		1,465	41,920	61,412,800
Det	5		1,465		1,465	14,259	20,889,435
Flat to5	1		1,472		1,472	15,010	22,093,984
Flat to5	2		1,472		1,472	0	0
Flat to5	3		1,472		1,472	0	0
Flat 6+	1		1,701		1,701	0	0
Flat 6+	2		1,701		1,701	0	0
Flat 6+	3		1,701		1,701	0	0
						346,358	453,295,233

1,309 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	666	1.9	1,265
Terrace	3	892	2.4	2,141
Terrace	4	0	3	0
Semi	2	665	1.9	1,264
Semi	3	892	2.4	2,141
Semi	4	105	3	315
Det	3	0	2.4	0
Det	4	328	3	984
Det	5	105	3	315
Flat to5	1	347	1.5	521
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**8,945**

ha per 1,000			
0.0000	Allotments and Community Gardens		
0.6000	Amenity Greenspace		
0.0000	Cemeteries and Churchyards		
2.0000	Natural and Semi-Natural Greenspace		
1.6000	Outdoor Sports Facilities		
0.5000	Parks and Gardens		
0.1500	Provisions for Children	Open Space Required	43.383
0.0000	0.0000	Gross - Net	76.190
4.8500	**ha**	Shortfall / Surplus	32.807

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		2,800	255,472	91.24	255,024	91.08
Aff - rented		720	49,362	68.56	48,520	67.39
Shared Ownership		180	15,553	86.41	15,526	86.26
First Homes		300	25,970	86.57	25,923	86.41
		4,000	**346,358**		**344,993**	

Linchfield Road							Rounded
29	UNITS	**680**		Aff - rented	60%	% of Aff	122.4	122
	Affordable	30%	204	Shared Owne	15%		30.60	31
				First Homes	25%	% of Aff	51	51
							204	204

Modelling			Area ha			Characteristics	
Density	30	units/ha	Total	32.980		Sub Area	The Deepings
Net:Gross	60%		Gross	37.778	ha	Green Brov	Green
			Net	22.667	ha	Use	Agricultural

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	476		Rounded	m2	m2	Circulation	122		Rounded	m2	31		Rounded	m2	51		Rounded	m2
Terrace	2	73	0.0%	15%	71.40	72	5,256	70	0.0%	24%	29.28	30	2,100	15%	4.65	5	350	15%	7.65	8	560
Terrace	3	86	0.0%	25%	119.00	119	10,234	84	0.0%	10%	12.20	12	1,008	25%	7.75	8	672	25%	12.75	13	1,092
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%	15%	71.40	71	5,751	79	0.0%	24%	29.28	29	2,291	15%	4.65	5	395	15%	7.65	8	632
Semi	3	98	0.0%	25%	119.00	119	11,662	93	0.0%	10%	12.20	12	1,116	25%	7.75	8	744	25%	12.75	13	1,209
Semi	4	106	0.0%	3%	14.28	14	1,484	106	0.0%	1%	1.22	1	106	3%	0.93	1	106	3%	1.53	2	212
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%	10%	47.60	48	6,240	115	0.0%		0.00	0	0	10%	3.10	3	345	10%	5.10	5	575
Det	5	140	0.0%	3%	14.28	14	1,960	119	0.0%	1%	1.22	1	119	3%	0.93	1	119	3%	1.53	2	238
Flat to5	1	40	10.0%	4%	19.04	19	836	39	10.0%	30%	36.60	37	1,587	4%	1.24	0	0	4%	2.04	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**476.00**	**476**	**43,423**			**100%**	**122.00**	**122**	**8,327**	**100%**	**31.00**	**31**	**2,731**	**100%**	**51.00**	**51**	**4,518**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2		1,246		1,246	8,266	10,299,436
Terrace	3		1,246		1,246	13,006	16,205,476
Terrace	4		1,246		1,246	0	0
Semi	2		1,286		1,286	9,069	11,662,734
Semi	3		1,286		1,286	14,731	18,944,066
Semi	4		1,286		1,286	1,908	2,453,688
Det	3		1,465		1,465	0	0
Det	4		1,465		1,465	7,160	10,489,400
Det	5		1,465		1,465	2,436	3,568,740
Flat to5	1		1,472		1,472	2,423	3,567,098
Flat to5	2		1,472		1,472	0	0
Flat to5	3		1,472		1,472	0	0
Flat 6+	1		1,701		1,701	0	0
Flat 6+	2		1,701		1,701	0	0
Flat 6+	3		1,701		1,701	0	0
						58,999	77,190,638

1,308 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	115	1.9	219
Terrace	3	152	2.4	365
Terrace	4	0	3	0
Semi	2	113	1.9	215
Semi	3	152	2.4	365
Semi	4	18	3	54
Det	3	0	2.4	0
Det	4	56	3	168
Det	5	18	3	54
Flat to5	1	56	1.5	84
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**1,523**

ha per 1,000	
0.0000	Allotments and Community Gardens
0.6000	Amenity Greenspace
0.0000	Cemeteries and Churchyards
2.0000	Natural and Semi-Natural Greenspace
1.6000	Outdoor Sports Facilities
0.5000	Parks and Gardens
0.1500	Provisions for Children
0.0000	0.0000
4.8500	**ha**

Open Space Required	7.386
Gross - Net	15.111
Shortfall / Surplus	7.726

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		476	43,423	91.22	43,347	91.07
Aff - rented		122	8,327	68.26	8,183	67.07
Shared Ownership		31	2,731	88.10	2,731	88.10
First Homes		51	4,518	88.59	4,518	88.59
		680	**58,999**		**58,779**	

Mill Drove								Rounded
30	UNITS	**457**		Aff - rented	60%	% of Aff	82.26	82
	Affordable	30%	137.1	Shared Owne	15%		20.57	21
				First Homes	25%	% of Aff	34.275	34
							137.1	137

Modelling			Area ha			Characteristics	
Density	30	units/ha	Total	25.389		Sub Area	Bourne
Net:Gross	60%		Gross	25.389	ha	Green Brov	Green
			Net	15.233	ha	Use	Agricultural

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	319.9		Rounded	m2	m2	Circulation	82		Rounded	m2	21		Rounded	m2	34		Rounded	m2
Terrace	2	73	0.0%	15%	47.99	48	3,504	70	0.0%	24%	19.68	20	1,400	15%	3.15	3	210	15%	5.10	5	350
Terrace	3	86	0.0%	25%	79.98	80	6,880	84	0.0%	10%	8.20	8	672	25%	5.25	5	420	25%	8.50	9	756
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%	15%	47.99	48	3,888	79	0.0%	24%	19.68	20	1,580	15%	3.15	3	237	15%	5.10	5	395
Semi	3	98	0.0%	25%	79.98	80	7,840	93	0.0%	10%	8.20	8	744	25%	5.25	5	465	25%	8.50	9	837
Semi	4	106	0.0%	3%	9.60	10	1,060	106	0.0%	1%	0.82	1	106	3%	0.63	1	106	3%	1.02	1	106
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%	10%	31.99	32	4,160	115	0.0%		0.00	0	0	10%	2.10	2	230	10%	3.40	3	345
Det	5	140	0.0%	3%	9.60	10	1,400	119	0.0%	1%	0.82	1	119	3%	0.63	1	119	3%	1.02	1	119
Flat to5	1	40	10.0%	4%	12.80	12	528	39	10.0%	30%	24.60	24	1,030	4%	0.84	1	43	4%	1.36	1	43
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**319.90**	**320**	**29,260**			**100%**	**82.00**	**82**	**5,651**	**100%**	**21.00**	**21**	**1,830**	**100%**	**34.00**	**34**	**2,951**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2		1,246		1,246	5,464	6,808,144
Terrace	3		1,246		1,246	8,728	10,875,088
Terrace	4		1,246		1,246	0	0
Semi	2		1,286		1,286	6,100	7,844,600
Semi	3		1,286		1,286	9,886	12,713,396
Semi	4		1,286		1,286	1,378	1,772,108
Det	3		1,465		1,465	0	0
Det	4		1,465		1,465	4,735	6,936,775
Det	5		1,465		1,465	1,757	2,574,005
Flat to5	1		1,472		1,472	1,643	2,419,085
Flat to5	2		1,472		1,472	0	0
Flat to5	3		1,472		1,472	0	0
Flat 6+	1		1,701		1,701	0	0
Flat 6+	2		1,701		1,701	0	0
Flat 6+	3		1,701		1,701	0	0
						39,691	51,943,201

1,309 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	76	1.9	144
Terrace	3	102	2.4	245
Terrace	4	0	3	0
Semi	2	76	1.9	144
Semi	3	102	2.4	245
Semi	4	13	3	39
Det	3	0	2.4	0
Det	4	37	3	111
Det	5	13	3	39
Flat to5	1	38	1.5	57
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**1,024**

ha per 1,000			
0.0000	Allotments and Community Gardens		
0.6000	Amenity Greenspace		
0.0000	Cemeteries and Churchyards		
2.0000	Natural and Semi-Natural Greenspace		
1.6000	Outdoor Sports Facilities		
0.5000	Parks and Gardens		
0.1500	Provisions for Children	Open Space Required	4.968
0.0000	0.0000	Gross - Net	10.156
4.8500	**ha**	Shortfall / Surplus	5.187

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		320	29,260	91.44	29,212	91.29
Aff - rented		82	5,651	68.91	5,557	67.77
Shared Ownership		21	1,830	87.14	1,826	86.95
First Homes		34	2,951	86.79	2,947	86.68
		457	**39,691**		**39,542**	

FOR APPRAISALS

SITE		Site 1 Large Green 450	Site 2 Green 150	Site 3 Green 60	Site 4 Green 25	Site 5 Green 16	Site 6 Green 9	Site 7 Green 6	Site 8 Green 3	Site 9 Green 9 LD	Site 10 Green 6 LD	Site 11 Green 3 LD	Site 12 Brown 75	Site 13 Brown 40	Site 14 Brown 25	Site 15 Brown 16	Site 16 Brown 6	Site 17 Brown 3	Site 18 Flats 60	Site 19 Flats 12	Site 20 Flats 6	Site 21 BtR Houses 60	Site 22 BTR Flats 50	Site 24 Land off Belton Lane	Site 25 Spitalgate Heath - (Southern	Site 26 Rectory Farm	Site 27 Prince William of Gloucester Barracks	Site 29 Linchfield Road	Site 30 Mill Drove
Sub Area		Grantham and Wider	Grantham and Wider	Grantham and Wider	Grantham and Wider	Grantham and Wider	Grantham and Wider	Grantham and Wider	Grantham and Wider	Grantham and Wider	Grantham and Wider	Grantham and Wider	Grantham and Wider	Grantham and Wider	Grantham and Wider	Grantham and Wider	Grantham and Wider	Grantham and Wider	Grantham and Wider	Grantham and Wider	Grantham and Wider	Grantham and Wider	Grantham and Wider	Great Gonerby	Grantham	Grantham	Grantham	The Deepings	Bourne
Green Brown		Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Green	Brown	Green	Green	Green	Green (MOD)	Green	Green
Use		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	Agricultural	PDL	Agricultural	Agricultural	Agricultural	MOD	Agricultural	Agricultural
AREA																													
Total	ha	25.000	8.333	2.648	1.112	0.699	0.316	0.211	0.105	0.474	0.316	0.158	2.344	1.250	0.658	0.421	0.158	0.079	0.789	0.180	0.090	2.669	0.877	34.900	215.000	83.590	184.000	32.980	25.389
Gross	ha	25.000	8.333	2.500	0.877	0.561	0.316	0.211	0.105	0.474	0.316	0.158	2.344	1.250	0.658	0.421	0.158	0.079	0.789	0.180	0.090	2.500	0.877	34.889	205.556	86.333	190.476	37.778	25.389
Net	ha	15.000	5.000	2.000	0.833	0.533	0.300	0.200	0.100	0.450	0.300	0.150	1.875	1.000	0.625	0.400	0.150	0.075	0.750	0.171	0.086	2.000	0.833	20.933	123.333	51.800	114.286	22.667	15.233
UNITS																													
Units		450	150	60	25	16	9	6	3	9	6	3	75	40	25	16	6	3	60	12	6	60	50	628	3700	1554	4000	680	457
UNIT SIZE																													
Market Housing	m2	91.17	91.35	90.52	95.94	90.00	104.67	116.50	130.00	135.00	135.00	130.00	87.69	87.64	89.18	100.55	98.00	86.00	79.75	79.75	79.75	92.34	72.60	91.17	91.31	91.34	91.24	91.22	91.44
Aff to rent	m2	68.79	68.08	68.43	73.78	63.97	70.00	70.00	70.00	70.00	70.00	70.00	66.83	73.99	73.78	70.00	79.00	70.00	63.10	55.00	67.10	77.00	67.10	68.35	68.72	68.63	68.56	68.26	68.91
Shared Ownership	m2	89.35	88.29	88.50	70.00	70.00	70.00	70.00	70.00	70.00	70.00	70.00	82.33	88.50	70.00	70.00	79.00	70.00	67.10	67.10	67.10	77.00	67.10	87.43	86.80	87.47	86.41	88.10	87.14
First Homes	m2	86.79	85.82	88.20	88.50	70.00	70.00	70.00	70.00	70.00	70.00	70.00	83.83	87.00	77.00	70.00	79.00	70.00	67.10	67.10	67.10	77.00	67.10	86.23	86.68	87.38	86.57	88.59	86.79
BASE CONSTRUCTION																													
BCIS	£/m2	1,309	1,469	1,467	1,469	1,449	1,504	1,537	1,626	1,628	1,628	1,626	1,427	1,422	1,421	1,490	1,425	1,405	1,671	1,671	1,671	1,415	1,671	1,309	1,309	1,309	1,309	1,308	1,309
Site Costs	%	15%	15%	15%	10%	10%	10%	10%	10%	10%	10%	10%	15%	15%	10%	10%	10%	10%	5%	5%	5%	10%	5%	15%	15%	15%	15%	15%	15%
Abnormals	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	0.0%	5.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	£	557,000	188,000	71,000	36,000	16,600	19,400	17,600	15,800	47,400	31,600	15,800	45,000	24,000	15,000	30,600	3,600	1,800	36,000	7,200	3,600	36,000	30,000	775,800	4,579,000	1,926,400	4,948,000	842,000	568,200
Contingency	%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%
Small Sites	%																												
FEES																													
Professional		8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	9%	9%	9%	9%	9%	9%	9%	9%	9%	8%	9%	8%	8%	8%	8%	8%	8%
Planning <50	£/unit	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462
Planning >50	£/unit	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138
SALES																													
Agents	%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
Legal	%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%
	£/unit		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	%		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
ACQUISITION																													
Agents	%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
Legal	%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%
DEVELOPER'S RETURN																													
Market Housing	% Value	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Affordable Housing	% Value	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
First Homes	% Value	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
FINANCE																													
Fees	0.0%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest		7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%
Legal and Valuation		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
LAND																													
EUV		25,000	25,000	25,000	25,000	25,000	50,000	50,000	50,000	50,000	50,000	50,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	25,000	400,000	25,000	25,000	25,000	25,000	25,000	25,000
Premium	% EUV	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	20%	20%	20%	20%	20%	20%	20%	20%	20%	0%	20%	0%	0%	0%	0%	0%	0%
Premium	£/ha	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	0	0	0	0	0	0	0	0	0	350,000	0	225,000	225,000	225,000	225,000	225,000	225,000
Easements etc	£																												
VALUES																													
Market Housing	£/m2	3,200	3,200	3,200	3,200	3,200	3,250	3,250	3,250	3,250	3,250	3,250	2,750	2,750	2,750	2,750	2,750	2,750	3,000	3,000	3,000	2,270	2,270	3,300	3,300	3,300	3,300	3,100	3,100
Aff Rent	£/m2	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,816	1,816	1,700	1,700	1,700	1,700	1,700	1,700
Social Rent	£/m2	1,310	1,310	1,310	1,310	1,310	1,310	1,310	1,310	1,310	1,310	1,310	1,310	1,310	1,310	1,310	1,310	1,310	1,310	1,310	1,310	1,310	1,310	1,310	1,310	1,310	1,310	1,310	1,310
Shared Ownership	£/m2	2,240	2,240	2,240	2,240	2,240	2,275	2,275	2,275	2,275	2,275	2,275	1,925	1,925	1,925	1,925	1,925	1,925	2,100	2,100	2,100	1,589	1,589	2,310	2,310	2,310	2,310	2,170	2,170
First Homes	£/m2	2,227	2,232	2,223	2,240	2,240	2,275	2,275	0	2,275	2,275	0	1,925	1,925	1,925	1,925	1,925	0	2,100	2,100	2,100	0	0	2,285	2,284	2,282	2,283	2,166	2,167
GRANT																													
Intermediate to Buy	£/unit		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	£/unit		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	£/unit		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POLICY REQUIREMENTS																													
Biodiversity NG	%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%	0.70%	0.70%	0.70%	0.70%	0.70%	0.70%	0.70%	0.70%	0.70%	0.10%	0.70%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%
	£/ha		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CO2 Plus	%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
	£/m2		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Acc & Adpt	%		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	£/m2	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85
Water	£/m2	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10
Over Extra 1	%		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	£/m2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Over Extra 2	%		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	£/m2		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CIL	£/m2	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Pre CIL s106	£/unit	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	20,000	20,000	20,000	20,000	20,000	20,000
Post CIL s106	£/unit	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	20,000	20,000	20,000	20,000	20,000	20,000
Inf Tariff	% GDV		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Affordable Housing																													
Overall		30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
Aff Rent	60.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	30.0%	30.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%
Social Rent		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Shared Ownership	15.0%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%			4.5%	4.5%	4.5%	4.5%	4.5%	4.5%
First Homes	25.0%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%			7.5%	7.5%	7.5%	7.5%	7.5%	7.5%

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10
			Large Green 450	Green 150	Green 60	Green 25	Green 16	Green 9	Green 6	Green 3	Green 9 LD	Green 6 LD
			Grantham and Wider	am and Wider	am and Wider	am and Wider	am and Wider	am and Wider	am and Wider	ntham and Wider	am and Wider	am and Wider
	Green/brown field		Green	Green	Green	Green	Green	Green	Green	Green	Green	Green
	Use		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Paddock	Paddock	Paddock	Paddock
Site Area	Gross	ha	25.000	8.333	2.500	0.877	0.561	0.316	0.211	0.105	0.474	0.316
	Net	ha	15.000	5.000	2.000	0.833	0.533	0.300	0.200	0.100	0.450	0.300
Units			450	150	60	25	16	9	6	3	9	6
Mix	Market Housing		70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%
	Affordable Overall		30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
	Affordable Rent		18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%
	Social Rent		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	Shared Ownership		4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%
	First Homes		7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%
Existing Use Value		£/ha	25,000	25,000	25,000	25,000	25,000	50,000	50,000	50,000	50,000	50,000
		£ site	625,000	208,333	66,211	27,805	17,468	15,789	10,526	5,263	23,684	15,789
Uplift		£/ha	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000
		£ site	8,750,000	2,916,667	926,956	389,273	244,551	110,526	73,684	36,842	165,789	110,526
Benchmark Land Value		£/ha	375,000	375,000	375,000	375,000	375,000	400,000	400,000	400,000	400,000	400,000
		£ site	9,375,000	3,125,000	993,167	417,078	262,019	126,316	84,211	42,105	189,474	126,316
Residual	Gross	£/ha	357,442	22,747	5,576	174,017	221,746	236,291	174,596	-394,196	-92,935	-102,128
	Net	£/ha	595,737	37,912	7,384	232,252	290,509	248,728	183,785	-414,943	-97,826	-107,503
		£ site	8,936,059	189,560	14,769	193,543	154,938	74,618	36,757	-41,494	-44,022	-32,251

			Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20
			Green 3 LD	Brown 75	Brown 40	Brown 25	Brown 16	Brown 6	Brown 3	Flats 60	Flats 12	Flats 6
			am and Wider	am and Wider	am and Wider	am and Wider	am and Wider	am and Wider	am and Wider	am and Wider	am and Wider	am and Wider
	Green/brown field		Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown
	Use		Paddock	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL
Site Area	Gross	ha	0.158	2.344	1.250	0.658	0.421	0.158	0.079	0.789	0.180	0.090
	Net	ha	0.150	1.875	1.000	0.625	0.400	0.150	0.075	0.750	0.171	0.086
Units			3	75	40	25	16	6	3	60	12	6
Mix	Market Housing		70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%
	Affordable Overall		30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
	Affordable Rent		18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%
	Social Rent		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	Shared Ownership		4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%
	First Homes		7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%
Existing Use Value		£/ha	50,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000
		£ site	7,895	937,500	500,000	263,158	168,421	63,158	31,579	315,789	72,180	36,090
Uplift		£/ha	350,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000
		£ site	55,263	187,500	100,000	52,632	33,684	12,632	6,316	63,158	14,436	7,218
Benchmark Land Value		£/ha	400,000	480,000	480,000	480,000	480,000	480,000	480,000	480,000	480,000	480,000
		£ site	63,158	1,125,000	600,000	315,789	202,105	75,789	37,895	378,947	86,617	43,308
Residual	Gross	£/ha	-262,797	-812,208	-844,453	-680,510	-1,035,027	-764,077	-870,864	-2,734,623	-2,387,572	-2,517,749
	Net	£/ha	-276,629	-1,015,260	-1,055,567	-716,326	-1,089,502	-804,291	-916,699	-2,878,551	-2,513,233	-2,650,262
		£ site	-41,494	-1,903,612	-1,055,567	-447,704	-435,801	-120,644	-68,752	-2,158,913	-430,840	-227,165

			Site 21	Site 22	Site 24	Site 25	Site 26	Site 27	Site 29	Site 30
			BtR Houses 60	BTR Flats 50	Land off Belton Lane	Spitalgate Heath - (Southern Quadrant)	Rectory Farm	Prince William of Gloucester Barracks	Linchfield Road	Mill Drove
			am and Wider	am and Wider	Great Gonerby	Grantham	Grantham	Grantham	The Deepings	Bourne
	Green/brown field		Green	Brown	Green	Green	Green	Green (MOD)	Green	Green
	Use		Agricultural	PDL	Agricultural	Agricultural	Agricultural	MOD	Agricultural	Agricultural
Site Area	Gross	ha	2.500	0.877	34.889	205.556	86.333	190.476	37.778	25.389
	Net	ha	2.000	0.833	20.933	123.333	51.800	114.286	22.667	15.233
Units			60	50	628	3,700	1,554	4,000	680	457
Mix	Market Housing		70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%
	Affordable Overall		30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
	Affordable Rent		30.0%	30.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%
	Social Rent		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	Shared Ownership		0.0%	0.0%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%
	First Homes		0.0%	0.0%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%
Existing Use Value		£/ha	25,000	400,000	25,000	25,000	25,000	25,000	25,000	25,000
		£ site	66,720	350,877	872,500	5,375,000	2,089,750	4,600,000	824,500	634,722
Uplift		£/ha	350,000	80,000	225,000	225,000	225,000	225,000	225,000	225,000
		£ site	934,085	70,175	7,852,500	48,375,000	18,807,750	41,400,000	7,420,500	5,712,500
Benchmark Land Value		£/ha	375,000	480,000	250,000	250,000	250,000	250,000	250,000	250,000
		£ site	1,000,806	421,053	8,725,000	53,750,000	20,897,500	46,000,000	8,245,000	6,347,222
Residual	Gross	£/ha	-611,826	-3,381,088	408,262	192,316	376,727	315,322	350,711	289,948
	Net	£/ha	-816,425	-3,559,040	680,654	335,253	607,928	507,668	510,284	483,247
		£ site	-1,632,850	-2,965,866	14,248,358	41,347,867	31,490,650	58,019,252	11,566,436	7,361,461

Grantham& Wider App
Site 1

Site 1	**Large Green 450**						

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				450	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	91.2	91.01	70.00%	315	3,200	91,737,600	28,720
Affordable Overall			30%	135			
Affordable Rent	68.8	67.63	18.00%	81	1,700	9,312,600	5,572
Social Rent	68.8	67.63	0.00%	0	1,310	0	0
Shared Ownership	89.4	89.35	4.50%	20	2,240	4,052,916	1,809
First Homes	86.8	86.68	7.50%	34	2,227	6,513,671	2,929
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	15.000	ha	30	/ha		**111,616,787**	**39,030**
SITE AREA - Gross	25.000	ha	18	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		8,936,059	595,737	357,442
Existing Use Value		625,000		25,000
Uplift	0%	0		0
Plus /ha	350,000	8,750,000		350,000
Benchmark Land Value		**9,375,000**		**375,000**
			£/m2	
Additional Profit		**-5,578,811**	**-194**	

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 5,601,708

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				8,936,059	
	Stamp Duty			436,303		
	Easements etc.			0		
	Legals /Acquisition		1.50%	134,041	570,344	
Fees						
	Planning			78,300		
	Professional		8.00%	5,474,727	5,553,027	
CONSTRUCTION						
	Build Cost		1,607	62,716,274		
	s106 / CIL / IT			2,025,000		
	Contingency		5.00%	3,135,814		
	Abnormals	%	0.00%	0		
		£		557,000	68,434,088	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	3,348,504		
	Legals	%	0.5%	558,084		
		£/unit	0	450		
	Misc.	%	0.0%	0	3,907,038	**87,400,555**

Developers Profit				
	Market Housing	% Value	20.00%	**18,347,520**
	Affordable Housing	% Value	6.00%	**801,931**
	First Homes	% Value	20.00%	**1,302,734**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	450		
No dwgs under 50	50	462	23,100
No dwgs over 50	400	138	55,200
		Total	78,300

Stamp duty calc - Residual		
Land payment		8,936,059
	Total	436,303

Stamp duty calc - Residual		
Land payment		9,375,000
	Total	458,250

Pre CIL s106	4,500	£/ Unit (all)	
		Total	**2,025,000**

Post CIL s106	4,500	£/ Unit (all)	2,025,000
CIL	0	£/m2	0
		Total	**2,025,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,308.59
CO2 Plus	%	6.00%	78.52
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,396.06
Site Costs	Base	15.00%	209.41
	BNG	0.10%	1.40
			1,606.87

RESIDUAL CASH FLOW FOR INTEREST

		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12
INCOME													
UNITS Started		25	50	50	50	50	50	50	50	50	25		
Market Housing			5,096,533	10,193,067	10,193,067	10,193,067	10,193,067	10,193,067	10,193,067	10,193,067	10,193,067	5,096,533	0
Affordable Rent			517,367	1,034,733	1,034,733	1,034,733	1,034,733	1,034,733	1,034,733	1,034,733	1,034,733	517,367	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			225,162	450,324	450,324	450,324	450,324	450,324	450,324	450,324	450,324	225,162	0
First Homes			361,871	723,741	723,741	723,741	723,741	723,741	723,741	723,741	723,741	361,871	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**6,200,933**	**12,401,865**	**12,401,865**	**12,401,865**	**12,401,865**	**12,401,865**	**12,401,865**	**12,401,865**	**12,401,865**	**6,200,933**	**0**
EXPENDITURE													
Stamp Duty		436,303											
Easements etc.		0											
Legals Acquisition		134,041											
Planning Fee		78,300											
Professional		5,474,727											
Build Cost - BCIS Base			3,484,237	6,968,475	6,968,475	6,968,475	6,968,475	6,968,475	6,968,475	6,968,475	6,968,475	3,484,237	0
s106/CIL/Tariff			112,500	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	112,500	0
Contingency			174,212	348,424	348,424	348,424	348,424	348,424	348,424	348,424	348,424	174,212	0
Abnormals			30,944	61,889	61,889	61,889	61,889	61,889	61,889	61,889	61,889	30,944	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	186,028	372,056	372,056	372,056	372,056	372,056	372,056	372,056	372,056	186,028	0
Legals		0	31,005	62,009	62,009	62,009	62,009	62,009	62,009	62,009	62,009	31,005	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**6,123,371**	**4,018,926**	**8,037,853**	**8,037,853**	**8,037,853**	**8,037,853**	**8,037,853**	**8,037,853**	**8,037,853**	**8,037,853**	**4,018,926**	**0**
For Residual Valuation	Land	**8,936,059**											
	Interest		1,129,457	1,050,516	802,004	534,853	247,666	0	0	0	0	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-15,059,429	1,052,549	3,313,496	3,562,009	3,829,159	4,116,346	4,364,012	4,364,012	4,364,012	4,364,012	2,182,006	0
	Opening Balance	0											
	Closing Balance	-15,059,429	-14,006,880	-10,693,384	-7,131,376	-3,302,216	814,130	5,178,142	9,542,154	13,906,167	18,270,179	20,452,185	20,452,185

		Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME													
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty													
Easements etc.													
Legals Acquisition													
Planning Fee													
Professional													
Build Cost - BCIS Base		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													18,347,520
Affordable for Rent													801,931
First Homes													1,302,734
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-20,452,185
	Opening Balance												
	Closing Balance	20,452,185	20,452,185	20,452,185	20,452,185	20,452,185	20,452,185	20,452,185	20,452,185	20,452,185	20,452,185	20,452,185	0

Grantham& Wider App
Site 2

Site 2	Green 150

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				150	£/m2	£	m2
	Gross	Net					
Market Housing	91.4	91.20	70.00%	105	3,200	30,643,200	9,592
Affordable Overall			30%	45			
Affordable Rent	68.1	66.93	18.00%	27	1,700	3,071,900	1,838
Social Rent	68.1	66.93	0.00%	0	1,310	0	0
Shared Ownership	88.3	88.29	4.50%	7	2,240	1,334,880	596
First Homes	85.8	85.82	7.50%	11	2,232	2,154,845	965
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	5.000	ha	30	/ha		37,204,825	12,992
SITE AREA - Gross	8.333	ha	18	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		189,560	37,912	22,747
Existing Use Value		208,333		25,000
Uplift	0%	0		0
Plus /ha	350,000	2,916,667		350,000
Benchmark Land Value		3,125,000		375,000
			£/m2	
Additional Profit		-5,153,072	-537	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 1,851,241

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				189,560	
	Stamp Duty			791		
	Easements etc.			0		
	Legals /Acquisition		1.50%	2,843	3,635	
Fees						
	Planning			36,900		
	Professional		8.00%	2,036,535	2,073,435	
CONSTRUCTION						
	Build Cost		1,803	23,422,562		
	s106 / CIL / IT			675,000		
	Contingency		5.00%	1,171,128		
	Abnormals	%	0.00%	0		
		£		188,000	25,456,691	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	1,116,145		
	Legals	%	0.5%	186,024		
		£/unit	0	0		
	Misc.	%	0.0%	0	1,302,169	**29,025,490**

Developers Profit				
	Market Housing	% Value	20.00%	**6,128,640**
	Affordable Housing	% Value	6.00%	**264,407**
	First Homes	% Value	20.00%	**430,969**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	150		
No dwgs under 50	50	462	23,100
No dwgs over 50	100	138	13,800
		Total	36,900

Stamp duty calc - Residual		
Land payment		189,560
	Total	791

Stamp duty calc - Residual		
Land payment		3,125,000
	Total	145,750

Pre CIL s106	4,500	£/ Unit (all)	
		Total	**675,000**

Post CIL s106	4,500	£/ Unit (all)	675,000
CIL	0	£/m2	0
		Total	**675,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,469.26
CO2 Plus	%	6.00%	88.16
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,566.38
Site Costs	Base	15.00%	234.96
	BNG	0.10%	1.57
			1,802.90

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				12	13	12	13	12	13	12	13	12	13
Market Housing					0	0	0	2,451,456	2,655,744	2,451,456	2,655,744	2,451,456	2,655,744
Affordable Rent					0	0	0	245,752	266,231	245,752	266,231	245,752	266,231
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	106,790	115,690	106,790	115,690	106,790	115,690
First Homes					0	0	0	172,388	186,753	172,388	186,753	172,388	186,753
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**2,976,386**	**3,224,418**	**2,976,386**	**3,224,418**	**2,976,386**	**3,224,418**
EXPENDITURE													
Stamp Duty		791											
Easements etc.		0											
Legals Acquisition		2,843											
Planning Fee		36,900											
Professional		1,018,268		1,018,268									
Build Cost - BCIS Base			0	624,602	1,301,253	1,925,855	1,977,905	1,925,855	1,977,905	1,925,855	1,977,905	1,925,855	1,977,905
s106/CIL/Tariff			0	18,000	37,500	55,500	57,000	55,500	57,000	55,500	57,000	55,500	57,000
Contingency			0	31,230	65,063	96,293	98,895	96,293	98,895	96,293	98,895	96,293	98,895
Abnormals			0	5,013	10,444	15,458	15,876	15,458	15,876	15,458	15,876	15,458	15,876
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	89,292	96,733	89,292	96,733	89,292	96,733
Legals		0	0	0	0	0	0	14,882	16,122	14,882	16,122	14,882	16,122
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**1,058,802**	**0**	**1,697,113**	**1,414,261**	**2,093,106**	**2,149,676**	**2,197,279**	**2,262,531**	**2,197,279**	**2,262,531**	**2,197,279**	**2,262,531**
For Residual Valuation	Land	**189,560**											
	Interest		23,407	23,846	56,114	83,683	124,498	167,139	155,664	140,548	128,575	112,950	100,460
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-1,248,363	-23,407	-1,720,958	-1,470,374	-2,176,789	-2,274,174	611,968	806,223	638,559	833,313	666,157	861,428
	Opening Balance	0											
	Closing Balance	-1,248,363	-1,271,769	-2,992,728	-4,463,102	-6,639,891	-8,914,065	-8,302,097	-7,495,874	-6,857,314	-6,024,001	-5,357,845	-4,496,417

		Year 4				Year 5				Year 6			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started		12	13										
Market Housing		2,451,456	2,655,744	2,451,456	2,655,744	2,451,456	2,655,744	0	0	0	0	0	0
Affordable Rent		245,752	266,231	245,752	266,231	245,752	266,231	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		106,790	115,690	106,790	115,690	106,790	115,690	0	0	0	0	0	0
First Homes		172,388	186,753	172,388	186,753	172,388	186,753	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**2,976,386**	**3,224,418**	**2,976,386**	**3,224,418**	**2,976,386**	**3,224,418**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty													
Easements etc.													
Legals Acquisition													
Planning Fee													
Professional													
Build Cost - BCIS Base		1,925,855	1,977,905	1,301,253	676,652	0	0	0	0	0	0	0	0
s106/CIL/Tariff		55,500	57,000	37,500	19,500	0	0	0	0	0	0	0	0
Contingency		96,293	98,895	65,063	33,833	0	0	0	0	0	0	0	0
Abnormals		15,458	15,876	10,444	5,431	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		89,292	96,733	89,292	96,733	89,292	96,733	0	0	0	0	0	0
Legals		14,882	16,122	14,882	16,122	14,882	16,122	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**2,197,279**	**2,262,531**	**1,518,434**	**848,270**	**104,174**	**112,855**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	84,308	71,280	54,581	28,268	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													6,128,640
Affordable for Rent													264,407
First Homes													430,969
	Cash Flow	694,799	890,607	1,403,370	2,347,880	2,872,213	3,111,564	0	0	0	0	0	-6,824,016
	Opening Balance												
	Closing Balance	-3,801,618	-2,911,011	-1,507,640	840,240	3,712,452	6,824,016	6,824,016	6,824,016	6,824,016	6,824,016	6,824,016	0

Grantham& Wider App
Site 3

Site 3	Green 60

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				60	£/m2	£	m2
	Gross	Net					
Market Housing	90.5	90.33	70.00%	42	3,200	12,140,800	3,802
Affordable Overall			30%	18			
Affordable Rent	68.4	67.36	18.00%	11	1,700	1,236,796	739
Social Rent	68.4	67.36	0.00%	0	1,310	0	0
Shared Ownership	88.5	88.50	4.50%	3	2,240	535,248	239
First Homes	88.2	88.20	7.50%	5	2,223	882,216	397
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	2.000	ha	30	/ha		**14,795,060**	**5,177**
SITE AREA - Gross	2.648	ha	23	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		14,769	7,384	5,576
Existing Use Value		66,211		25,000
Uplift	0%	0		0
Plus /ha	350,000	926,956		350,000
Benchmark Land Value		**993,167**		**375,000**
			£/m2	
Additional Profit		-1,731,664	-455	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 693,112

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				14,769	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	222	222	
Fees						
	Planning			24,480		
	Professional		8.00%	810,084	834,564	
CONSTRUCTION						
	Build Cost		1,800	9,319,098		
	s106 / CIL / IT			270,000		
	Contingency		5.00%	465,955		
	Abnormals	%	0.00%	0		
		£		71,000	10,126,053	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	443,852		
	Legals	%	0.5%	73,975		
		£/unit	0	0		
	Misc.	%	0.0%	0	517,827	**11,493,435**

Developers Profit				
	Market Housing	% Value	20.00%	**2,428,160**
	Affordable Housing	% Value	6.00%	**106,323**
	First Homes	% Value	20.00%	**176,443**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	60		
No dwgs under 50	50	462	23,100
No dwgs over 50	10	138	1,380
		Total	24,480

Stamp duty calc - Residual		
Land payment		14,769
	Total	0

Stamp duty calc - Residual		
Land payment		993,167
	Total	39,158

Pre CIL s106	4,500	£/ Unit (all)	
		Total	**270,000**

Post CIL s106	4,500	£/ Unit (all)	270,000
CIL	0	£/m2	0
		Total	**270,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,467.00
CO2 Plus	%	6.00%	88.02
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,563.98
Site Costs	Base	15.00%	234.60
	BNG	0.10%	1.56
			1,800.14

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				10	10	10	10	10	10																
Market Housing					0	0	0	2,023,467	2,023,467	2,023,467	2,023,467	2,023,467	2,023,467	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent					0	0	0	206,133	206,133	206,133	206,133	206,133	206,133	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	89,208	89,208	89,208	89,208	89,208	89,208	0	0	0	0	0	0	0	0	0	0	0	0
First Homes					0	0	0	147,036	147,036	147,036	147,036	147,036	147,036	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**2,465,843**	**2,465,843**	**2,465,843**	**2,465,843**	**2,465,843**	**2,465,843**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		0																							
Easements etc.		0																							
Legals Acquisition		222																							
Planning Fee		24,480																							
Professional		405,042		405,042																					
Build Cost - BCIS Base			0	517,728	1,035,455	1,553,183	1,553,183	1,553,183	1,553,183	1,035,455	517,728	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff			0	15,000	30,000	45,000	45,000	45,000	45,000	30,000	15,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			0	25,886	51,773	77,659	77,659	77,659	77,659	51,773	25,886	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	3,944	7,889	11,833	11,833	11,833	11,833	7,889	3,944	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0																							
Legal and Valuation		0																							
Agents		0	0	0	0	0	0	73,975	73,975	73,975	73,975	73,975	73,975	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	12,329	12,329	12,329	12,329	12,329	12,329	0	0	0	0	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AND PROFIT		**429,744**	**0**	**967,601**	**1,125,117**	**1,687,675**	**1,687,675**	**1,773,980**	**1,773,980**	**1,211,422**	**648,863**	**86,305**	**86,305**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	**14,769**																							
	Interest		8,335	8,491	26,793	48,391	80,942	114,104	103,271	92,235	70,444	37,696	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																									
Market Housing																									2,428,160
Affordable for Rent																									106,323
First Homes																									176,443
	Cash Flow	-444,513	-8,335	-976,091	-1,151,910	-1,736,066	-1,768,618	577,760	588,593	1,162,187	1,746,537	2,341,843	2,379,539	0	0	0	0	0	0	0	0	0	0	0	-2,710,926
	Opening Balance	0																							
	Closing Balance	-444,513	-452,847	-1,428,939	-2,580,848	-4,316,915	-6,085,532	-5,507,773	-4,919,180	-3,756,993	-2,010,456	331,387	2,710,926	2,710,926	2,710,926	2,710,926	2,710,926	2,710,926	2,710,926	2,710,926	2,710,926	2,710,926	2,710,926	2,710,926	0

Grantham& Wider App
Site 4

Site 4	Green 25

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				25	£/m2	£	m2
	Gross	Net					
Market Housing	95.9	95.94	70.00%	18	3,200	5,372,706	1,679
Affordable Overall			30%	7.5			
Affordable Rent	73.8	73.00	18.00%	5	1,700	558,450	332
Social Rent	73.8	73.00	0.00%	0	1,310	0	0
Shared Ownership	70.0	70.00	4.50%	1	2,240	176,400	79
First Homes	88.5	88.50	7.50%	2	2,240	371,700	166
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.833	ha	30	/ha		6,479,256	2,256
SITE AREA - Gross	1.112	ha	22	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		193,543	232,252	174,017
Existing Use Value		27,805		25,000
Uplift	0%	0		0
Plus /ha	350,000	389,273		350,000
Benchmark Land Value		417,078		375,000
			£/m2	
Additional Profit		-523,537	-312	

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 301,554

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				193,543	
	Stamp Duty			871		
	Easements etc.			0		
	Legals /Acquisition		1.50%	2,903	3,774	
Fees						
	Planning			11,550		
	Professional		8.00%	338,602	350,152	
CONSTRUCTION						
	Build Cost		1,724	3,889,547		
	s106 / CIL / IT			112,500		
	Contingency		5.00%	194,477		
	Abnormals	%	0.00%	0		
		£		36,000	4,232,524	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	194,378		
	Legals	%	0.5%	32,396		
		£/unit	0	0		
	Misc.	%	0.0%	0	226,774	5,006,767

Developers Profit				
	Market Housing	% Value	20.00%	1,074,541
	Affordable Housing	% Value	6.00%	44,091
	First Homes	% Value	20.00%	74,340

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	25		
No dwgs under 50	25	462	11,550
No dwgs over 50	0	138	0
		Total	11,550

Stamp duty calc - Residual		
Land payment		193,543
	Total	871

Stamp duty calc - Residual		
Land payment		417,078
	Total	10,354

Pre CIL s106	4,500	£/ Unit (all)	
		Total	112,500

Post CIL s106	4,500	£/ Unit (all)	112,500
CIL	0	£/m2	0
		Total	112,500

Inf Tariff	% GDV	
	0.00%	0

Build Cost			/m2
			1,469.06
CO2 Plus	%	6.00%	88.14
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,566.16
Site Costs	Base	10.00%	156.62
	BNG	0.10%	1.57
			1,724.34

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3			
INCOME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started			5	5	5	5	5					
Market Housing				0	0	0	1,074,541	1,074,541	1,074,541	1,074,541	1,074,541	0
Affordable Rent				0	0	0	111,690	111,690	111,690	111,690	111,690	0
Social Rent				0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	35,280	35,280	35,280	35,280	35,280	0
First Homes				0	0	0	74,340	74,340	74,340	74,340	74,340	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	1,295,851	1,295,851	1,295,851	1,295,851	1,295,851	0
EXPENDITURE												
Stamp Duty	871											
Easements etc.	0											
Legals Acquisition	2,903											
Planning Fee	11,550											
Professional	169,301		169,301									
Build Cost - BCIS Base		0	259,303	518,606	777,909	777,909	777,909	518,606	259,303	0	0	0
s106/CIL/Tariff		0	7,500	15,000	22,500	22,500	22,500	15,000	7,500	0	0	0
Contingency		0	12,965	25,930	38,895	38,895	38,895	25,930	12,965	0	0	0
Abnormals		0	2,400	4,800	7,200	7,200	7,200	4,800	2,400	0	0	0
Finance Fees	0											
Legal and Valuation	0											
Agents	0	0	0	0	0	0	38,876	38,876	38,876	38,876	38,876	0
Legals	0	0	0	0	0	0	6,479	6,479	6,479	6,479	6,479	0
Misc.			0									
COSTS BEFORE LAND INT AND PROFIT	184,625	0	451,469	564,337	846,505	846,505	891,860	609,691	327,523	45,355	45,355	0
For Residual Valuation Land	193,543											
Interest		7,091	7,224	15,824	26,702	43,075	59,754	53,300	41,434	24,055	1,059	0
Developers Return												
Market Housing												
Affordable for Rent												
First Homes												
Cash Flow	-378,168	-7,091	-458,693	-580,161	-873,207	-889,580	344,237	632,860	926,894	1,226,442	1,249,438	0
Opening Balance	0											
Closing Balance	-378,168	-385,259	-843,952	-1,424,112	-2,297,319	-3,186,899	-2,842,662	-2,209,802	-1,282,907	-56,465	1,192,972	1,192,972

	Year 4				Year 5				Year 6			
INCOME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started												
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0
First Homes	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE												
Build Cost - BCIS Base	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	0	0	0	0	0	0	0	0	0	0	0	0
Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return												
Market Housing												1,074,541
Affordable for Rent												44,091
First Homes												74,340
Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-1,192,972
Opening Balance												
Closing Balance	1,192,972	1,192,972	1,192,972	1,192,972	1,192,972	1,192,972	1,192,972	1,192,972	1,192,972	1,192,972	1,192,972	0

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Grantham& Wider App
Site 5

Site 5	**Green 16**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				16	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	90.0	90.00	70.00%	11	3,200	3,225,600	1,008
Affordable Overall			30%	4.8			
Affordable Rent	64.0	62.67	18.00%	3	1,700	306,816	184
Social Rent	64.0	62.67	0.00%	0	1,310	0	0
Shared Ownership	70.0	70.00	4.50%	1	2,240	112,896	50
First Homes	70.0	70.00	7.50%	1	2,240	188,160	84
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.533	ha	30	/ha		**3,833,472**	**1,327**
SITE AREA - Gross	0.699	ha	23	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**154,938**	**290,509**	**221,746**
Existing Use Value		17,468		25,000
Uplift	0%	0		0
Plus /ha	350,000	244,551		350,000
Benchmark Land Value		**262,019**		**375,000**
			£/m2	
Additional Profit		**-281,851**	**-280**	

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 183,659

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				154,938	
	Stamp Duty			99		
	Easements etc.			0		
	Legals /Acquisition		1.50%	2,324	2,423	
Fees						
	Planning			7,392		
	Professional		8.00%	196,681	204,073	
CONSTRUCTION						
	Build Cost		1,701	2,257,061		
	s106 / CIL / IT			72,000		
	Contingency		5.00%	112,853		
	Abnormals	%	0.00%	0		
		£		16,600	2,458,514	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	115,004		
	Legals	%	0.5%	19,167		
		£/unit	0	0		
	Misc.	%	0.0%	0	134,172	**2,954,119**

Developers Profit				
	Market Housing	% Value	20.00%	**645,120**
	Affordable Housing	% Value	6.00%	**25,183**
	First Homes	% Value	20.00%	**37,632**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	16		
No dwgs under 50	16	462	7,392
No dwgs over 50	0	138	0
		Total	7,392

Stamp duty calc - Residual	
Land payment	154,938
Total	99

Stamp duty calc - Residual	
Land payment	262,019
Total	2,601

Pre CIL s106	4,500	£/ Unit (all)	
		Total	**72,000**

Post CIL s106	4,500	£/ Unit (all)	72,000
CIL	0	£/m2	0
		Total	**72,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,449.36
CO2 Plus	%	6.00%	86.96
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,545.28
Site Costs	Base	10.00%	154.53
	BNG	0.10%	1.55
			1,701.36

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				**Year 2**				**Year 3**				**Year 4**				**Year 5**				**Year 6**			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				4	4	4	4																		
Market Housing					0	0	0	806,400	806,400	806,400	806,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent					0	0	0	76,704	76,704	76,704	76,704	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	28,224	28,224	28,224	28,224	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes					0	0	0	47,040	47,040	47,040	47,040	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**958,368**	**958,368**	**958,368**	**958,368**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		99																							
Easements etc.		0																							
Legals Acquisition		2,324																							
Planning Fee		7,392																							
Professional		98,341		98,341																					
Build Cost - BCIS Base			0	188,088	376,177	564,265	564,265	376,177	188,088	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff			0	6,000	12,000	18,000	18,000	12,000	6,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			0	9,404	18,809	28,213	28,213	18,809	9,404	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	1,383	2,767	4,150	4,150	2,767	1,383	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0																							
Legal and Valuation		0																							
Agents		0	0	0	0	0	0	28,751	28,751	28,751	28,751	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	4,792	4,792	4,792	4,792	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AND PROFIT		**108,155**	**0**	**303,217**	**409,752**	**614,628**	**614,628**	**443,295**	**238,419**	**33,543**	**33,543**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	**154,938**																							
	Interest		4,933	5,025	10,805	18,690	30,565	42,663	33,805	20,940	3,992	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																									
Market Housing																									645,120
Affordable for Rent																									25,183
First Homes																									37,632
	Cash Flow	-263,093	-4,933	-308,242	-420,557	-633,319	-645,194	472,410	686,144	903,885	920,833	0	0	0	0	0	0	0	0	0	0	0	0	0	-707,935
	Opening Balance	0																							
	Closing Balance	-263,093	-268,026	-576,268	-996,826	-1,630,145	-2,275,338	-1,802,928	-1,116,784	-212,899	707,935	707,935	707,935	707,935	707,935	707,935	707,935	707,935	707,935	707,935	707,935	707,935	707,935	707,935	0

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Grantham& Wider App
Site 6

Site 6	Green 9

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				9	£/m2	£	m2
	Gross	Net					
Market Housing	104.7	104.67	70.00%	6	3,250	2,143,050	659
Affordable Overall			30%	2.7			
Affordable Rent	70.0	70.00	18.00%	2	1,700	192,780	113
Social Rent	70.0	70.00	0.00%	0	1,310	0	0
Shared Ownership	70.0	70.00	4.50%	0	2,275	64,496	28
First Homes	70.0	70.00	7.50%	1	2,275	107,494	47
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.300	ha	30	/ha		2,507,820	848
SITE AREA - Gross	0.316	ha	29	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		74,618	248,728	236,291
Existing Use Value		15,789		50,000
Uplift	0%	0		0
Plus /ha	350,000	110,526		350,000
Benchmark Land Value		126,316		400,000

		£/m2
Additional Profit	-61,569	-93

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 6,682

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				74,618	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	1,119	1,119	
Fees						
	Planning			4,158		
	Professional		8.00%	130,591	134,749	
CONSTRUCTION						
	Build Cost		1,765	1,497,611		
	s106 / CIL / IT			40,500		
	Contingency		5.00%	74,881		
	Abnormals	%	0.00%	0		
		£		19,400	1,632,391	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	75,235		
	Legals	%	0.5%	12,539		
		£/unit	0	0		
	Misc.	%	0.0%	0	87,774	1,930,652

Developers Profit				
	Market Housing	% Value	20.00%	428,610
	Affordable Housing	% Value	6.00%	15,437
	First Homes	% Value	20.00%	21,499

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	9		
No dwgs under 50	9	462	4,158
No dwgs over 50	0	138	0
		Total	4,158

Stamp duty calc - Residual		
Land payment		74,618
	Total	0

Stamp duty calc - Residual		
Land payment		126,316
	Total	0

Pre CIL s106	4,500	£/ Unit (all)	
		Total	40,500

Post CIL s106	4,500	£/ Unit (all)	40,500
CIL	0	£/m2	0
		Total	40,500

Inf Tariff	% GDV	
	0.00%	0

Build Cost			/m2
			1,504.08
CO2 Plus	%	6.00%	90.24
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,603.29
Site Costs	Base	10.00%	160.33
	BNG	0.10%	1.60
			1,765.22

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3			
INCOME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started			3	3	3							
Market Housing				0	0	0	714,350	714,350	714,350	0	0	0
Affordable Rent				0	0	0	64,260	64,260	64,260	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	21,499	21,499	21,499	0	0	0
First Homes				0	0	0	35,831	35,831	35,831	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	835,940	835,940	835,940	0	0	0
EXPENDITURE												
Stamp Duty	0											
Easements etc.	0											
Legals Acquisition	1,119											
Planning Fee	4,158											
Professional	65,296		65,296									
Build Cost - BCIS Base		0	166,401	332,802	499,204	332,802	166,401	0	0	0	0	0
s106/CIL/Tariff		0	4,500	9,000	13,500	9,000	4,500	0	0	0	0	0
Contingency		0	8,320	16,640	24,960	16,640	8,320	0	0	0	0	0
Abnormals		0	2,156	4,311	6,467	4,311	2,156	0	0	0	0	0
Finance Fees	0											
Legal and Valuation	0											
Agents	0	0	0	0	0	0	25,078	25,078	25,078	0	0	0
Legals	0	0	0	0	0	0	4,180	4,180	4,180	0	0	0
Misc.			0									
COSTS BEFORE LAND INT AND PROFIT	70,573	0	246,672	362,754	544,130	362,754	210,635	29,258	29,258	0	0	0
For Residual Valuation Land	74,618											
Interest		2,722	2,773	7,450	14,392	24,864	32,132	21,010	6,279	0	0	0
Developers Return												
Market Housing												
Affordable for Rent												
First Homes												
Cash Flow	-145,191	-2,722	-249,446	-370,204	-558,522	-387,618	593,173	785,672	800,404	0	0	0
Opening Balance	0											
Closing Balance	-145,191	-147,914	-397,359	-767,564	-1,326,086	-1,713,704	-1,120,530	-334,858	465,545	465,545	465,545	465,545

	Year 4				Year 5				Year 6			
INCOME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started												
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0
First Homes	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE												
Stamp Duty												
Easements etc.												
Legals Acquisition												
Planning Fee												
Professional												
Build Cost - BCIS Base	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees												
Legal and Valuation												
Agents	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0
Misc.												
COSTS BEFORE LAND INT AND PROFIT	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation Land												
Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return												
Market Housing												428,610
Affordable for Rent												15,437
First Homes												21,499
Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-465,545
Opening Balance												
Closing Balance	465,545	465,545	465,545	465,545	465,545	465,545	465,545	465,545	465,545	465,545	465,545	0

Grantham& Wider App
Site 7

Site 7	Green 6

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				6	£/m2	£	m2
	Gross	Net					
Market Housing	116.5	116.50	70.00%	4	3,250	1,590,225	489
Affordable Overall			30%	1.8			
Affordable Rent	70.0	70.00	18.00%	1	1,700	128,520	76
Social Rent	70.0	70.00	0.00%	0	1,310	0	0
Shared Ownership	70.0	70.00	4.50%	0	2,275	42,998	19
First Homes	70.0	70.00	7.50%	0	2,275	71,663	32
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.200	ha	30	/ha		1,833,405	615
SITE AREA - Gross	0.211	ha	29	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		36,757	183,785	174,596
Existing Use Value		10,526		50,000
Uplift	0%	0		0
Plus /ha	350,000	73,684		350,000
Benchmark Land Value		84,211		400,000
			£/m2	
Additional Profit		-54,985	-112	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 4,455

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				36,757	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	551	551	
Fees						
	Planning			2,772		
	Professional		8.00%	96,769	99,541	
CONSTRUCTION						
	Build Cost		1,803	1,109,538		
	s106 / CIL / IT			27,000		
	Contingency		5.00%	55,477		
	Abnormals	%	0.00%	0		
		£		17,600	1,209,615	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	55,002		
	Legals	%	0.5%	9,167		
		£/unit	0	0		
	Misc.	%	0.0%	0	64,169	1,410,634

Developers Profit				
	Market Housing	% Value	20.00%	318,045
	Affordable Housing	% Value	6.00%	10,291
	First Homes	% Value	20.00%	14,333

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	6		
No dwgs under 50	6	462	2,772
No dwgs over 50	0	138	0
		Total	2,772

Stamp duty calc - Residual		
Land payment		36,757
	Total	0

Stamp duty calc - Residual		
Land payment		84,211
	Total	0

Pre CIL s106	4,500	£/ Unit (all)	
		Total	27,000

Post CIL s106	4,500	£/ Unit (all)	27,000
CIL	0	£/m2	0
		Total	27,000

Inf Tariff	% GDV		
		0.00%	0

Build Cost			/m2
			1,536.67
CO2 Plus	%	6.00%	92.20
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,637.83
Site Costs	Base	10.00%	163.78
	BNG	0.10%	1.64
			1,803.25

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started				2	2	2																			
Market Housing					0	0	0	530,075	530,075	530,075	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent					0	0	0	42,840	42,840	42,840	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	14,333	14,333	14,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes					0	0	0	23,888	23,888	23,888	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		0	0	0	0	0	0	611,135	611,135	611,135	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																									
Stamp Duty		0																							
Easements etc.		0																							
Legals Acquisition		551																							
Planning Fee		2,772																							
Professional		48,385		48,385																					
Build Cost - BCIS Base			0	123,282	246,564	369,846	246,564	123,282	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff			0	3,000	6,000	9,000	6,000	3,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			0	6,164	12,328	18,492	12,328	6,164	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	1,956	3,911	5,867	3,911	1,956	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0																							
Legal and Valuation		0																							
Agents		0	0	0	0	0	0	18,334	18,334	18,334	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	3,056	3,056	3,056	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AND PROFIT		51,708	0	182,786	268,803	403,205	268,803	155,791	21,390	21,390	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	Land	36,757																							
	Interest		1,659	1,690	5,149	10,285	18,038	23,417	15,318	4,547	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																									
Market Housing																									318,045
Affordable for Rent																									10,291
First Homes																									14,333
	Cash Flow	-88,465	-1,659	-184,476	-273,952	-413,490	-286,842	431,927	574,427	585,198	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-342,669
	Opening Balance	0																							
	Closing Balance	-88,465	-90,124	-274,600	-548,552	-962,042	-1,248,884	-816,957	-242,529	342,669	342,669	342,669	342,669	342,669	342,669	342,669	342,669	342,669	342,669	342,669	342,669	342,669	342,669	342,669	0

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Grantham& Wider App
Site 8

Site 8	**Green 3**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				3	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	130.0	130.00	70.00%	2	3,250	887,250	273
Affordable Overall			30%	0.9			
Affordable Rent	70.0	70.00	18.00%	1	1,700	64,260	38
Social Rent	70.0	70.00	0.00%	0	1,310	0	0
Shared Ownership	70.0	70.00	4.50%	0	2,275	21,499	9
First Homes	70.0	70.00	7.50%	0	0	0	16
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.100	ha	30	/ha		**973,009**	**336**
SITE AREA - Gross	0.105	ha	29	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		-41,494	-414,943	-394,196
Existing Use Value		5,263		50,000
Uplift	0%	0		0
Plus /ha	350,000	36,842		350,000
Benchmark Land Value		**42,105**		**400,000**
			£/m2	
Additional Profit		-91,259	-334	

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 2,227

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				-41,494	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-622	-622	
Fees						
	Planning			1,386		
	Professional		8.00%	56,194	57,580	
CONSTRUCTION						
	Build Cost		1,908	641,076		
	s106 / CIL / IT			13,500		
	Contingency		5.00%	32,054		
	Abnormals	%	0.00%	0		
		£		15,800	702,430	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	29,190		
	Legals	%	0.5%	4,865		
		£/unit	0	0		
	Misc.	%	0.0%	0	34,055	**751,949**

Developers Profit				
	Market Housing	% Value	20.00%	**177,450**
	Affordable Housing	% Value	6.00%	**5,146**
	First Homes	% Value	20.00%	**0**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	3		
No dwgs under 50	3	462	1,386
No dwgs over 50	0	138	0
		Total	1,386

Stamp duty calc - Residual		
Land payment		-41,494
	Total	0

Stamp duty calc - Residual		
Land payment		42,105
	Total	0

Pre CIL s106	4,500	£/ Unit (all)	
		Total	**13,500**

Post CIL s106	4,500	£/ Unit (all)	13,500
CIL	0	£/m2	0
		Total	**13,500**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,626.39
CO2 Plus	%	6.00%	97.58
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,732.94
Site Costs	Base	10.00%	173.29
	BNG	0.10%	1.73
			1,907.96

RESIDUAL CASH FLOW FOR INTEREST

		Year 1 Q1	Q2	Q3	Q4	Year 2 Q1	Q2	Q3	Q4	Year 3 Q1	Q2	Q3	Q4
INCOME													
UNITS Started				1	1	1							
Market Housing					0	0	0	295,750	295,750	295,750	0	0	0
Affordable Rent					0	0	0	21,420	21,420	21,420	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	7,166	7,166	7,166	0	0	0
First Homes					0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**324,336**	**324,336**	**324,336**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty		0											
Easements etc.		0											
Legals Acquisition		-622											
Planning Fee		1,386											
Professional		28,097		28,097									
Build Cost - BCIS Base			0	71,231	142,461	213,692	142,461	71,231	0	0	0	0	0
s106/CIL/Tariff			0	1,500	3,000	4,500	3,000	1,500	0	0	0	0	0
Contingency			0	3,562	7,123	10,685	7,123	3,562	0	0	0	0	0
Abnormals			0	1,756	3,511	5,267	3,511	1,756	0	0	0	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	9,730	9,730	9,730	0	0	0
Legals		0	0	0	0	0	0	1,622	1,622	1,622	0	0	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**28,861**	**0**	**106,145**	**156,096**	**234,143**	**156,096**	**89,400**	**11,352**	**11,352**	**0**	**0**	**0**
For Residual Valuation	Land	**-41,494**											
	Interest		0	0	1,753	4,713	9,192	12,291	8,116	2,400	0	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	12,634	0	-106,145	-157,849	-238,856	-165,287	222,646	304,868	310,585	0	0	0
	Opening Balance	0											
	Closing Balance	12,634	12,634	-93,511	-251,360	-490,217	-655,504	-432,858	-127,989	182,596	182,596	182,596	182,596

		Year 4 Q1	Q2	Q3	Q4	Year 5 Q1	Q2	Q3	Q4	Year 6 Q1	Q2	Q3	Q4
INCOME													
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty													
Easements etc.													
Legals Acquisition													
Planning Fee													
Professional													
Build Cost - BCIS Base		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													177,450
Affordable for Rent													5,146
First Homes													0
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-182,596
	Opening Balance												
	Closing Balance	182,596	182,596	182,596	182,596	182,596	182,596	182,596	182,596	182,596	182,596	182,596	0

Grantham& Wider App
Site 9

Site 9	Green 9 LD

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				9	£/m2	£	m2
	Gross	Net					
Market Housing	135.0	135.00	70.00%	6	3,250	2,764,125	851
Affordable Overall			30%	2.7			
Affordable Rent	70.0	70.00	18.00%	2	1,700	192,780	113
Social Rent	70.0	70.00	0.00%	0	1,310	0	0
Shared Ownership	70.0	70.00	4.50%	0	2,275	64,496	28
First Homes	70.0	70.00	7.50%	1	2,275	107,494	47
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.450	ha	20	/ha		**3,128,895**	**1,040**
SITE AREA - Gross	0.474	ha	19	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**-44,022**	**-97,826**	**-92,935**
Existing Use Value		23,684		50,000
Uplift	0%	0		0
Plus /ha	350,000	165,789		350,000
Benchmark Land Value		**189,474**		**400,000**

		£/m2
Additional Profit	**-259,765**	**-305**

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 6,787

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				-44,022	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-660	-660	
Fees						
	Planning			4,158		
	Professional		8.00%	173,810	177,968	
CONSTRUCTION						
	Build Cost		1,910	1,985,456		
	s106 / CIL / IT			40,500		
	Contingency		5.00%	99,273		
	Abnormals	%	0.00%	0		
		£		47,400	2,172,628	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	93,867		
	Legals	%	0.5%	15,644		
		£/unit	0	0		
	Misc.	%	0.0%	0	109,511	**2,415,426**

Developers Profit				
	Market Housing	% Value	20.00%	**552,825**
	Affordable Housing	% Value	6.00%	**15,437**
	First Homes	% Value	20.00%	**21,499**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	9		
No dwgs under 50	9	462	4,158
No dwgs over 50	0	138	0
		Total	4,158

Stamp duty calc - Residual		
Land payment		-44,022
	Total	0

Stamp duty calc - Residual		
Land payment		189,474
	Total	789

Pre CIL s106	4,500	£/ Unit (all)	
		Total	**40,500**

Post CIL s106	4,500	£/ Unit (all)	40,500
CIL	0	£/m2	0
		Total	**40,500**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,628.15
CO2 Plus	%	6.00%	97.69
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,734.80
Site Costs	Base	10.00%	173.48
	BNG	0.10%	1.73
			1,910.01

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				1	2	2	2	2					
Market Housing					0	0	0	307,125	614,250	614,250	614,250	614,250	0
Affordable Rent					0	0	0	21,420	42,840	42,840	42,840	42,840	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	7,166	14,333	14,333	14,333	14,333	0
First Homes					0	0	0	11,944	23,888	23,888	23,888	23,888	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**347,655**	**695,310**	**695,310**	**695,310**	**695,310**	**0**
EXPENDITURE													
Stamp Duty		0											
Easements etc.		0											
Legals Acquisition		-660											
Planning Fee		4,158											
Professional		86,905		86,905									
Build Cost - BCIS Base			0	73,535	220,606	367,677	441,212	441,212	294,142	147,071	0	0	0
s106/CIL/Tariff			0	1,500	4,500	7,500	9,000	9,000	6,000	3,000	0	0	0
Contingency			0	3,677	11,030	18,384	22,061	22,061	14,707	7,354	0	0	0
Abnormals			0	1,756	5,267	8,778	10,533	10,533	7,022	3,511	0	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	10,430	20,859	20,859	20,859	20,859	0
Legals		0	0	0	0	0	0	1,738	3,477	3,477	3,477	3,477	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**90,403**	**0**	**167,373**	**241,403**	**402,339**	**482,806**	**494,974**	**346,207**	**185,271**	**24,336**	**24,336**	**0**
For Residual Valuation	Land	**-44,022**											
	Interest		870	886	4,041	8,643	16,349	25,708	28,952	22,949	13,816	1,495	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-46,381	-870	-168,259	-245,444	-410,981	-499,155	-173,027	320,151	487,089	657,158	669,479	0
	Opening Balance	0											
	Closing Balance	-46,381	-47,251	-215,509	-460,953	-871,935	-1,371,090	-1,544,117	-1,223,966	-736,877	-79,719	589,760	589,760

		Year 4				Year 5				Year 6			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty													
Easements etc.													
Legals Acquisition													
Planning Fee													
Professional													
Build Cost - BCIS Base		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													552,825
Affordable for Rent													15,437
First Homes													21,499
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-589,760
	Opening Balance												
	Closing Balance	589,760	589,760	589,760	589,760	589,760	589,760	589,760	589,760	589,760	589,760	589,760	0

Grantham& Wider App
Site 10

Site 10	**Green 6 LD**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				6	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	135.0	135.00	70.00%	4	3,250	1,842,750	567
Affordable Overall			30%	1.8			
Affordable Rent	70.0	70.00	18.00%	1	1,700	128,520	76
Social Rent	70.0	70.00	0.00%	0	1,310	0	0
Shared Ownership	70.0	70.00	4.50%	0	2,275	42,998	19
First Homes	70.0	70.00	7.50%	0	2,275	71,663	32
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.300	ha	20	/ha		**2,085,930**	**693**
SITE AREA - Gross	0.316	ha	19	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		-32,251	-107,503	-102,128
Existing Use Value		15,789		50,000
Uplift	0%	0		0
Plus /ha	350,000	110,526		350,000
Benchmark Land Value		**126,316**		**400,000**
			£/m2	
Additional Profit		-174,229	-307	

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 4,455

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				-32,251	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-484	-484	
Fees						
	Planning			2,772		
	Professional		8.00%	115,874	118,646	
CONSTRUCTION						
	Build Cost		1,910	1,323,637		
	s106 / CIL / IT			27,000		
	Contingency		5.00%	66,182		
	Abnormals	%	0.00%	0		
		£		31,600	1,448,419	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	62,578		
	Legals	%	0.5%	10,430		
		£/unit	0	0		
	Misc.	%	0.0%	0	73,008	**1,607,337**

Developers Profit				
	Market Housing	% Value	20.00%	**368,550**
	Affordable Housing	% Value	6.00%	**10,291**
	First Homes	% Value	20.00%	**14,333**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	6		
No dwgs under 50	6	462	2,772
No dwgs over 50	0	138	0
		Total	2,772

Stamp duty calc - Residual		
Land payment		-32,251
	Total	0

Stamp duty calc - Residual		
Land payment		126,316
	Total	0

Pre CIL s106	4,500	£/ Unit (all)	
		Total	**27,000**

Post CIL s106	4,500	£/ Unit (all)	27,000
CIL	0	£/m2	0
		Total	**27,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,628.15
CO2 Plus	%	6.00%	97.69
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,734.80
Site Costs	Base	10.00%	173.48
	BNG	0.10%	1.73
			1,910.01

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				**Year 2**				**Year 3**				**Year 4**				**Year 5**				**Year 6**			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started			2	2	2																			
Market Housing				0	0	0	614,250	614,250	614,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	42,840	42,840	42,840	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	14,333	14,333	14,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes				0	0	0	23,888	23,888	23,888	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**695,310**	**695,310**	**695,310**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-484																							
Planning Fee	2,772																							
Professional	57,937		57,937																					
Build Cost - BCIS Base		0	147,071	294,142	441,212	294,142	147,071	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	3,000	6,000	9,000	6,000	3,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	7,354	14,707	22,061	14,707	7,354	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	3,511	7,022	10,533	7,022	3,511	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	20,859	20,859	20,859	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,477	3,477	3,477	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**60,225**	**0**	**218,872**	**321,871**	**482,806**	**321,871**	**185,271**	**24,336**	**24,336**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-32,251**																							
Interest		525	534	4,648	10,770	20,025	26,436	17,368	5,113	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																								
Market Housing																								368,550
Affordable for Rent																								10,291
First Homes																								14,333
Cash Flow	-27,974	-525	-219,407	-326,519	-493,577	-341,896	483,603	653,606	665,861	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-393,174
Opening Balance	0																							
Closing Balance	-27,974	-28,499	-247,905	-574,424	-1,068,001	-1,409,897	-926,294	-272,688	393,174	393,174	393,174	393,174	393,174	393,174	393,174	393,174	393,174	393,174	393,174	393,174	393,174	393,174	393,174	0

Grantham& Wider App
Site 11

Site 11	Green 3 LD

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				3	£/m2	£	m2
	Gross	Net					
Market Housing	130.0	130.00	70.00%	2	3,250	887,250	273
Affordable Overall			30%	0.9			
Affordable Rent	70.0	70.00	18.00%	1	1,700	64,260	38
Social Rent	70.0	70.00	0.00%	0	1,310	0	0
Shared Ownership	70.0	70.00	4.50%	0	2,275	21,499	9
First Homes	70.0	70.00	7.50%	0	0	0	16
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.150	ha	20	/ha		973,009	336
SITE AREA - Gross	0.158	ha	19	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		-41,494	-276,629	-262,797
Existing Use Value		7,895		50,000
Uplift	0%	0		0
Plus /ha	350,000	55,263		350,000
Benchmark Land Value		63,158		400,000
			£/m2	
Additional Profit		-113,852	-417	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 2,227

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				-41,494	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-622	-622	
Fees						
	Planning			1,386		
	Professional		8.00%	56,194	57,580	
CONSTRUCTION						
	Build Cost		1,908	641,076		
	s106 / CIL / IT			13,500		
	Contingency		5.00%	32,054		
	Abnormals	%	0.00%	0		
		£		15,800	702,430	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	29,190		
	Legals	%	0.5%	4,865		
		£/unit	0	0		
	Misc.	%	0.0%	0	34,055	751,949

Developers Profit				
	Market Housing	% Value	20.00%	177,450
	Affordable Housing	% Value	6.00%	5,146
	First Homes	% Value	20.00%	0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	3		
No dwgs under 50	3	462	1,386
No dwgs over 50	0	138	0
		Total	1,386

Stamp duty calc - Residual		
Land payment		-41,494
	Total	0

Stamp duty calc - Residual		
Land payment		63,158
	Total	0

Pre CIL s106	4,500	£/ Unit (all)	
		Total	13,500

Post CIL s106	4,500	£/ Unit (all)	13,500
CIL	0	£/m2	0
		Total	13,500

Inf Tariff	% GDV	
	0.00%	0

Build Cost			/m2
			1,626.39
CO2 Plus	%	6.00%	97.58
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,732.94
Site Costs	Base	10.00%	173.29
	BNG	0.10%	1.73
			1,907.96

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3			
INCOME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started				1	1	1							
Market Housing					0	0	0	295,750	295,750	295,750	0	0	0
Affordable Rent					0	0	0	21,420	21,420	21,420	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	7,166	7,166	7,166	0	0	0
First Homes					0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		0	0	0	0	0	0	324,336	324,336	324,336	0	0	0
EXPENDITURE													
Stamp Duty		0											
Easements etc.		0											
Legals Acquisition		-622											
Planning Fee		1,386											
Professional		28,097		28,097									
Build Cost - BCIS Base			0	71,231	142,461	213,692	142,461	71,231	0	0	0	0	0
s106/CIL/Tariff			0	1,500	3,000	4,500	3,000	1,500	0	0	0	0	0
Contingency			0	3,562	7,123	10,685	7,123	3,562	0	0	0	0	0
Abnormals			0	1,756	3,511	5,267	3,511	1,756	0	0	0	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	9,730	9,730	9,730	0	0	0
Legals		0	0	0	0	0	0	1,622	1,622	1,622	0	0	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		28,861	0	106,145	156,096	234,143	156,096	89,400	11,352	11,352	0	0	0
For Residual Valuation	Land	-41,494											
	Interest		0	0	1,753	4,713	9,192	12,291	8,116	2,400	0	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	12,634	0	-106,145	-157,849	-238,856	-165,287	222,646	304,868	310,585	0	0	0
	Opening Balance	0											
	Closing Balance	12,634	12,634	-93,511	-251,360	-490,217	-655,504	-432,858	-127,989	182,596	182,596	182,596	182,596

		Year 4				Year 5				Year 6			
INCOME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0
INCOME		0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE													
Stamp Duty													
Easements etc.													
Legals Acquisition													
Planning Fee													
Professional													
Build Cost - BCIS Base		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													177,450
Affordable for Rent													5,146
First Homes													0
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-182,596
	Opening Balance												
	Closing Balance	182,596	182,596	182,596	182,596	182,596	182,596	182,596	182,596	182,596	182,596	182,596	0

Grantham& Wider App
Site 12

Site 12	Brown 75

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				75	£/m2	£	m2
	Gross	Net					
Market Housing	87.7	87.54	70.00%	53	2,750	12,638,365	4,604
Affordable Overall			30%	22.5			
Affordable Rent	66.8	65.71	18.00%	14	1,700	1,508,143	902
Social Rent	66.8	65.71	0.00%	0	1,310	0	0
Shared Ownership	82.3	82.33	4.50%	3	1,925	534,909	278
First Homes	83.8	83.83	7.50%	6	1,925	907,758	472
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	1.875	ha	40	/ha		15,589,175	6,255
SITE AREA - Gross	2.344	ha	32	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		-1,903,612	-1,015,260	-812,208
Existing Use Value		937,500		400,000
Uplift	20%	187,500		80,000
Plus /ha	0	0		0
Benchmark Land Value		1,125,000		480,000

		£/m2
Additional Profit	-3,315,709	-720

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 11,854

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				-1,903,612	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-28,554	-28,554	
Fees						
	Planning			26,550		
	Professional		9.00%	1,124,766	1,151,316	
CONSTRUCTION						
	Build Cost		1,761	11,013,549		
	s106 / CIL / IT			337,500		
	Contingency		5.00%	550,677		
	Abnormals	%	5.00%	550,677		
		£		45,000	12,497,404	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	467,675		
	Legals	%	0.5%	77,946		
		£/unit	0	0		
	Misc.	%	0.0%	0	545,621	**12,262,176**

Developers Profit				
	Market Housing	% Value	20.00%	**2,527,673**
	Affordable Housing	% Value	6.00%	**122,583**
	First Homes	% Value	20.00%	**181,552**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	75		
No dwgs under 50	50	462	23,100
No dwgs over 50	25	138	3,450
		Total	26,550

Stamp duty calc - Residual		
Land payment		-1,903,612
	Total	0

Stamp duty calc - Residual		
Land payment		1,125,000
	Total	45,750

Pre CIL s106	4,500	£/ Unit (all)	
		Total	**337,500**

Post CIL s106	4,500	£/ Unit (all)	337,500
CIL	0	£/m2	0
		Total	**337,500**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,427.13
CO2 Plus	%	6.00%	85.63
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,521.72
Site Costs	Base	15.00%	228.26
	BNG	0.70%	10.65
			1,760.63

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				12	13	12	13	12	13				
Market Housing					0	0	0	2,022,138	2,190,650	2,022,138	2,190,650	2,022,138	2,190,650
Affordable Rent					0	0	0	241,303	261,411	241,303	261,411	241,303	261,411
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	85,586	92,718	85,586	92,718	85,586	92,718
First Homes					0	0	0	145,241	157,345	145,241	157,345	145,241	157,345
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**2,494,268**	**2,702,124**	**2,494,268**	**2,702,124**	**2,494,268**	**2,702,124**
EXPENDITURE													
Stamp Duty		0											
Easements etc.		0											
Legals Acquisition		-28,554											
Planning Fee		26,550											
Professional		562,383		562,383									
Build Cost - BCIS Base			0	587,389	1,223,728	1,811,117	1,860,066	1,811,117	1,860,066	1,223,728	636,338	0	0
s106/CIL/Tariff			0	18,000	37,500	55,500	57,000	55,500	57,000	37,500	19,500	0	0
Contingency			0	29,369	61,186	90,556	93,003	90,556	93,003	61,186	31,817	0	0
Abnormals			0	31,769	66,186	97,956	100,603	97,956	100,603	66,186	34,417	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	74,828	81,064	74,828	81,064	74,828	81,064
Legals		0	0	0	0	0	0	12,471	13,511	12,471	13,511	12,471	13,511
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**560,379**	**0**	**1,228,911**	**1,388,600**	**2,055,129**	**2,110,673**	**2,142,428**	**2,205,247**	**1,475,900**	**816,647**	**87,299**	**94,574**
For Residual Valuation	Land	**-1,903,612**											
	Interest		0	0	0	23,893	62,874	103,628	98,974	91,514	74,135	40,173	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	1,343,233	0	-1,228,911	-1,388,600	-2,079,021	-2,173,547	248,212	397,902	926,854	1,811,342	2,366,796	2,607,549
	Opening Balance	0											
	Closing Balance	1,343,233	1,343,233	114,321	-1,274,279	-3,353,301	-5,526,848	-5,278,636	-4,880,734	-3,953,880	-2,142,538	224,258	2,831,808

		Year 4				Year 5				Year 6			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty													
Easements etc.													
Legals Acquisition													
Planning Fee													
Professional													
Build Cost - BCIS Base		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													2,527,673
Affordable for Rent													122,583
First Homes													181,552
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-2,831,808
	Opening Balance												
	Closing Balance	2,831,808	2,831,808	2,831,808	2,831,808	2,831,808	2,831,808	2,831,808	2,831,808	2,831,808	2,831,808	2,831,808	0

Grantham& Wider App
Site 13

Site 13	Brown 40

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				40	£/m2	£	m2
	Gross	Net					
Market Housing	87.6	87.64	70.00%	28	2,750	6,748,500	2,454
Affordable Overall			30%	12			
Affordable Rent	74.0	73.43	18.00%	7	1,700	898,766	533
Social Rent	74.0	73.43	0.00%	0	1,310	0	0
Shared Ownership	88.5	88.50	4.50%	2	1,925	306,653	159
First Homes	87.0	87.00	7.50%	3	1,925	502,425	261
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	1.000	ha	40	/ha		**8,456,343**	**3,407**
SITE AREA - Gross	1.250	ha	32	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		-1,055,567	-1,055,567	-844,453
Existing Use Value		500,000		400,000
Uplift	20%	100,000		80,000
Plus /ha	0	0		0
Benchmark Land Value		**600,000**		**480,000**

	Whole Site	£/m2
Additional Profit	-1,774,967	-723

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 7,243

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				-1,055,567	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-15,834	-15,834	
Fees						
	Planning			18,480		
	Professional		9.00%	610,267	628,747	
CONSTRUCTION						
	Build Cost		1,755	5,978,859		
	s106 / CIL / IT			180,000		
	Contingency		5.00%	298,943		
	Abnormals	%	5.00%	298,943		
		£		24,000	6,780,745	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	253,690		
	Legals	%	0.5%	42,282		
		£/unit	0	0		
	Misc.	%	0.0%	0	295,972	**6,634,064**

Developers Profit				
	Market Housing	% Value	20.00%	**1,349,700**
	Affordable Housing	% Value	6.00%	**72,325**
	First Homes	% Value	20.00%	**100,485**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	40		
No dwgs under 50	40	462	18,480
No dwgs over 50	0	138	0
		Total	18,480

Stamp duty calc - Residual		
Land payment		-1,055,567
	Total	0

Stamp duty calc - Residual		
Land payment		600,000
	Total	19,500

Pre CIL s106	4,500	£/ Unit (all)	
		Total	**180,000**

Post CIL s106	4,500	£/ Unit (all)	180,000
CIL	0	£/m2	0
		Total	**180,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,422.44
CO2 Plus	%	6.00%	85.35
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,516.75
Site Costs	Base	15.00%	227.51
	BNG	0.70%	10.62
			1,754.88

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				10	10	10	10						
Market Housing					0	0	0	1,687,125	1,687,125	1,687,125	1,687,125	0	0
Affordable Rent					0	0	0	224,691	224,691	224,691	224,691	0	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	76,663	76,663	76,663	76,663	0	0
First Homes					0	0	0	125,606	125,606	125,606	125,606	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**2,114,086**	**2,114,086**	**2,114,086**	**2,114,086**	**0**	**0**
EXPENDITURE													
Stamp Duty		0											
Easements etc.		0											
Legals Acquisition		-15,834											
Planning Fee		18,480											
Professional		305,134		305,134									
Build Cost - BCIS Base			0	498,238	996,477	1,494,715	1,494,715	996,477	498,238	0	0	0	0
s106/CIL/Tariff			0	15,000	30,000	45,000	45,000	30,000	15,000	0	0	0	0
Contingency			0	24,912	49,824	74,736	74,736	49,824	24,912	0	0	0	0
Abnormals			0	26,912	53,824	80,736	80,736	53,824	26,912	0	0	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	63,423	63,423	63,423	63,423	0	0
Legals		0	0	0	0	0	0	10,570	10,570	10,570	10,570	0	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**307,780**	**0**	**870,196**	**1,130,124**	**1,695,186**	**1,695,186**	**1,204,117**	**639,055**	**73,993**	**73,993**	**0**	**0**
For Residual Valuation	Land	**-1,055,567**											
	Interest		0	0	2,295	23,528	55,754	88,584	73,183	46,898	9,526	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	747,787	0	-870,196	-1,132,419	-1,718,714	-1,750,940	821,385	1,401,848	1,993,194	2,030,567	0	0
	Opening Balance	0											
	Closing Balance	747,787	747,787	-122,409	-1,254,828	-2,973,543	-4,724,483	-3,903,099	-2,501,251	-508,057	1,522,510	1,522,510	1,522,510

		Year 4				Year 5				Year 6			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty													
Easements etc.													
Legals Acquisition													
Planning Fee													
Professional													
Build Cost - BCIS Base		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													1,349,700
Affordable for Rent													72,325
First Homes													100,485
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-1,522,510
	Opening Balance												
	Closing Balance	1,522,510	1,522,510	1,522,510	1,522,510	1,522,510	1,522,510	1,522,510	1,522,510	1,522,510	1,522,510	1,522,510	0

Grantham& Wider App
Site 14

Site 14	Brown 25

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				25	£/m2	£	m2
	Gross	Net					
Market Housing	89.2	89.18	70.00%	18	2,750	4,291,618	1,561
Affordable Overall			30%	7.5			
Affordable Rent	73.8	73.00	18.00%	5	1,700	558,450	332
Social Rent	73.8	73.00	0.00%	0	1,310	0	0
Shared Ownership	70.0	70.00	4.50%	1	1,925	151,594	79
First Homes	77.0	77.00	7.50%	2	1,925	277,922	144
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.625	ha	40	/ha		**5,279,583**	**2,116**
SITE AREA - Gross	0.658	ha	38	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		-447,704	-716,326	-680,510
Existing Use Value		263,158		400,000
Uplift	20%	52,632		80,000
Plus /ha	0	0		0
Benchmark Land Value		**315,789**		**480,000**
			£/m2	
Additional Profit		-830,596	-532	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 9,206

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				-447,704	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-6,716	-6,716	
Fees						
	Planning			11,550		
	Professional		9.00%	362,826	374,376	
CONSTRUCTION						
	Build Cost		1,677	3,549,004		
	s106 / CIL / IT			112,500		
	Contingency		5.00%	177,450		
	Abnormals	%	5.00%	177,450		
		£		15,000	4,031,405	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	158,387		
	Legals	%	0.5%	26,398		
		£/unit	0	0		
	Misc.	%	0.0%	0	184,785	**4,136,147**

Developers Profit				
	Market Housing	% Value	20.00%	**858,324**
	Affordable Housing	% Value	6.00%	**42,603**
	First Homes	% Value	20.00%	**55,584**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	25		
No dwgs under 50	25	462	11,550
No dwgs over 50	0	138	0
		Total	11,550

Stamp duty calc - Residual	
Land payment	-447,704
Total	0

Stamp duty calc - Residual	
Land payment	315,789
Total	5,289

Pre CIL s106	4,500	£/ Unit (all)	
		Total	**112,500**

Post CIL s106	4,500	£/ Unit (all)	112,500
CIL	0	£/m2	0
		Total	**112,500**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,421.08
CO2 Plus	%	6.00%	85.26
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,515.30
Site Costs	Base	10.00%	151.53
	BNG	0.70%	10.61
			1,677.44

RESIDUAL CASH FLOW FOR INTEREST

	Year 1 Q1	Q2	Q3	Q4	Year 2 Q1	Q2	Q3	Q4	Year 3 Q1	Q2	Q3	Q4
INCOME												
UNITS Started			5	5	5	5	5					
Market Housing				0	0	0	858,324	858,324	858,324	858,324	858,324	0
Affordable Rent				0	0	0	111,690	111,690	111,690	111,690	111,690	0
Social Rent				0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	30,319	30,319	30,319	30,319	30,319	0
First Homes				0	0	0	55,584	55,584	55,584	55,584	55,584	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,055,917**	**1,055,917**	**1,055,917**	**1,055,917**	**1,055,917**	**0**
EXPENDITURE												
Stamp Duty	0											
Easements etc.	0											
Legals Acquisition	-6,716											
Planning Fee	11,550											
Professional	181,413		181,413									
Build Cost - BCIS Base		0	236,600	473,201	709,801	709,801	709,801	473,201	236,600	0	0	0
s106/CIL/Tariff		0	7,500	15,000	22,500	22,500	22,500	15,000	7,500	0	0	0
Contingency		0	11,830	23,660	35,490	35,490	35,490	23,660	11,830	0	0	0
Abnormals		0	12,830	25,660	38,490	38,490	38,490	25,660	12,830	0	0	0
Finance Fees	0											
Legal and Valuation	0											
Agents	0	0	0	0	0	0	31,677	31,677	31,677	31,677	31,677	0
Legals	0	0	0	0	0	0	5,280	5,280	5,280	5,280	5,280	0
Misc.			0									
COSTS BEFORE LAND INT AND PROFIT	**186,248**	**0**	**450,174**	**537,521**	**806,281**	**806,281**	**843,238**	**574,478**	**305,717**	**36,957**	**36,957**	**0**
For Residual Valuation Land	**-447,704**											
Interest		0	0	3,538	13,683	29,058	44,720	41,571	33,323	19,882	1,149	0
Developers Return												
Market Housing												
Affordable for Rent												
First Homes												
Cash Flow	261,456	0	-450,174	-541,059	-819,964	-835,339	167,958	439,868	716,876	999,077	1,017,810	0
Opening Balance	0											
Closing Balance	261,456	261,456	-188,717	-729,776	-1,549,741	-2,385,079	-2,217,121	-1,777,253	-1,060,377	-61,300	956,511	956,511

	Year 4 Q1	Q2	Q3	Q4	Year 5 Q1	Q2	Q3	Q4	Year 6 Q1	Q2	Q3	Q4
INCOME												
UNITS Started												
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0
First Homes	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE												
Stamp Duty												
Easements etc.												
Legals Acquisition												
Planning Fee												
Professional												
Build Cost - BCIS Base	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees												
Legal and Valuation												
Agents	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0
Misc.												
COSTS BEFORE LAND INT AND PROFIT	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land												
Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return												
Market Housing												858,324
Affordable for Rent												42,603
First Homes												55,584
Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-956,511
Opening Balance												
Closing Balance	956,511	956,511	956,511	956,511	956,511	956,511	956,511	956,511	956,511	956,511	956,511	0

Grantham& Wider App
Site 15

Site 15	**Brown 16**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				16	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	100.5	100.55	70.00%	11	2,750	3,096,800	1,126
Affordable Overall			30%	4.8			
Affordable Rent	70.0	70.00	18.00%	3	1,700	342,720	202
Social Rent	70.0	70.00	0.00%	0	1,310	0	0
Shared Ownership	70.0	70.00	4.50%	1	1,925	97,020	50
First Homes	70.0	70.00	7.50%	1	1,925	161,700	84
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.400	ha	40	/ha		**3,698,240**	**1,462**
SITE AREA - Gross	0.421	ha	38	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**-435,801**	**-1,089,502**	**-1,035,027**
Existing Use Value		168,421		400,000
Uplift	20%	33,684		80,000
Plus /ha	0	0		0
Benchmark Land Value		**202,105**		**480,000**

		£/m2
Additional Profit	**-678,198**	**-602**

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 4,695

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				-435,801	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-6,537	-6,537	
Fees						
	Planning			7,392		
	Professional		9.00%	263,765	271,157	
CONSTRUCTION						
	Build Cost		1,758	2,571,024		
	s106 / CIL / IT			72,000		
	Contingency		5.00%	128,551		
	Abnormals	%	5.00%	128,551		
		£		30,600	2,930,727	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	110,947		
	Legals	%	0.5%	18,491		
		£/unit	0	0		
	Misc.	%	0.0%	0	129,438	**2,888,985**

Developers Profit				
	Market Housing	% Value	20.00%	**619,360**
	Affordable Housing	% Value	6.00%	**26,384**
	First Homes	% Value	20.00%	**32,340**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	16		
No dwgs under 50	16	462	7,392
No dwgs over 50	0	138	0
		Total	7,392

Stamp duty calc - Residual		
Land payment		-435,801
	Total	0

Stamp duty calc - Residual		
Land payment		202,105
	Total	1,042

Pre CIL s106	4,500	£/ Unit (all)	
		Total	**72,000**

Post CIL s106	4,500	£/ Unit (all)	72,000
CIL	0	£/m2	0
		Total	**72,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,490.10
CO2 Plus	%	6.00%	89.41
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,588.47
Site Costs	Base	10.00%	158.85
	BNG	0.70%	11.12
			1,758.44

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				**Year 2**				**Year 3**				**Year 4**				**Year 5**				**Year 6**			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started			4	4	4	4																		
Market Housing				0	0	0	774,200	774,200	774,200	774,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	85,680	85,680	85,680	85,680	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	24,255	24,255	24,255	24,255	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes				0	0	0	40,425	40,425	40,425	40,425	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**924,560**	**924,560**	**924,560**	**924,560**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-6,537																							
Planning Fee	7,392																							
Professional	131,883		131,883																					
Build Cost - BCIS Base		0	214,252	428,504	642,756	642,756	428,504	214,252	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	6,000	12,000	18,000	18,000	12,000	6,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	10,713	21,425	32,138	32,138	21,425	10,713	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	13,263	26,525	39,788	39,788	26,525	13,263	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	27,737	27,737	27,737	27,737	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	4,623	4,623	4,623	4,623	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**132,738**	**0**	**376,110**	**488,454**	**732,682**	**732,682**	**520,814**	**276,587**	**32,360**	**32,360**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-435,801**																							
Interest		0	0	1,370	10,554	24,489	38,686	31,842	20,289	3,941	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																								
Market Housing																								619,360
Affordable for Rent																								26,384
First Homes																								32,340
Cash Flow	303,063	0	-376,110	-489,824	-743,236	-757,171	365,059	616,132	871,911	888,260	0	0	0	0	0	0	0	0	0	0	0	0	0	-678,084
Opening Balance	0																							
Closing Balance	303,063	303,063	-73,047	-562,871	-1,306,106	-2,063,278	-1,698,218	-1,082,086	-210,175	678,084	678,084	678,084	678,084	678,084	678,084	678,084	678,084	678,084	678,084	678,084	678,084	678,084	678,084	0

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Grantham& Wider App
Site 16

Site 16 **Brown 6**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				6	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	98.0	98.00	70.00%	4	2,750	1,131,900	412
Affordable Overall			30%	1.8			
Affordable Rent	79.0	79.00	18.00%	1	1,700	145,044	85
Social Rent	79.0	79.00	0.00%	0	1,310	0	0
Shared Ownership	79.0	79.00	4.50%	0	1,925	41,060	21
First Homes	79.0	79.00	7.50%	0	1,925	68,434	36
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.150	ha	40	/ha		**1,386,438**	**554**
SITE AREA - Gross	0.158	ha	38	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		-120,644	-804,291	-764,077
Existing Use Value		63,158		400,000
Uplift	20%	12,632		80,000
Plus /ha	0	0		0
Benchmark Land Value		**75,789**		**480,000**

		£/m2
Additional Profit	-209,831	-510

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 1,948

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				-120,644	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-1,810	-1,810	
Fees						
	Planning			2,772		
	Professional		9.00%	94,974	97,746	
CONSTRUCTION						
	Build Cost		1,682	931,515		
	s106 / CIL / IT			27,000		
	Contingency		5.00%	46,576		
	Abnormals	%	5.00%	46,576		
		£		3,600	1,055,266	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	41,593		
	Legals	%	0.5%	6,932		
		£/unit	0	0		
	Misc.	%	0.0%	0	48,525	**1,079,084**

Developers Profit				
	Market Housing	% Value	20.00%	**226,380**
	Affordable Housing	% Value	6.00%	**11,166**
	First Homes	% Value	20.00%	**13,687**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	6		
No dwgs under 50	6	462	2,772
No dwgs over 50	0	138	0
		Total	2,772

Stamp duty calc - Residual		
Land payment		-120,644
	Total	0

Stamp duty calc - Residual		
Land payment		75,789
	Total	0

Pre CIL s106	4,500	£/ Unit (all)	
		Total	**27,000**

Post CIL s106	4,500	£/ Unit (all)	27,000
CIL	0	£/m2	0
		Total	**27,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,425.00
CO2 Plus	%	6.00%	85.50
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,519.46
Site Costs	Base	10.00%	151.95
	BNG	0.70%	10.64
			1,682.04

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				**Year 2**				**Year 3**			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started			3	3								
Market Housing				0	0	0	565,950	565,950	0	0	0	0
Affordable Rent				0	0	0	72,522	72,522	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	20,530	20,530	0	0	0	0
First Homes				0	0	0	34,217	34,217	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**693,219**	**693,219**	**0**	**0**	**0**	**0**
EXPENDITURE												
Stamp Duty	0											
Easements etc.	0											
Legals Acquisition	-1,810											
Planning Fee	2,772											
Professional	47,487		47,487									
Build Cost - BCIS Base		0	155,252	310,505	310,505	155,252	0	0	0	0	0	0
s106/CIL/Tariff		0	4,500	9,000	9,000	4,500	0	0	0	0	0	0
Contingency		0	7,763	15,525	15,525	7,763	0	0	0	0	0	0
Abnormals		0	8,363	16,725	16,725	8,363	0	0	0	0	0	0
Finance Fees	0											
Legal and Valuation	0											
Agents	0	0	0	0	0	0	20,797	20,797	0	0	0	0
Legals	0	0	0	0	0	0	3,466	3,466	0	0	0	0
Misc.			0									
COSTS BEFORE LAND INT AND PROFIT	**48,449**	**0**	**223,365**	**351,755**	**351,755**	**175,878**	**24,263**	**24,263**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-120,644**											
Interest		0	0	2,834	9,483	16,256	19,859	7,688	0	0	0	0
Developers Return												
Market Housing												
Affordable for Rent												
First Homes												
Cash Flow	72,194	0	-223,365	-354,590	-361,238	-192,134	649,098	661,268	0	0	0	0
Opening Balance	0											
Closing Balance	72,194	72,194	-151,170	-505,760	-866,999	-1,059,133	-410,035	251,233	251,233	251,233	251,233	251,233

	Year 4				**Year 5**				**Year 6**			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started												
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0
First Homes	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE												
Stamp Duty												
Easements etc.												
Legals Acquisition												
Planning Fee												
Professional												
Build Cost - BCIS Base	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees												
Legal and Valuation												
Agents	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0
Misc.												
COSTS BEFORE LAND INT AND PROFIT	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land												
Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return												
Market Housing												226,380
Affordable for Rent												11,166
First Homes												13,687
Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-251,233
Opening Balance												
Closing Balance	251,233	251,233	251,233	251,233	251,233	251,233	251,233	251,233	251,233	251,233	251,233	0

Grantham& Wider App
Site 17

Site 17	Brown 3

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				3	£/m2	£	m2
	Gross	Net					
Market Housing	86.0	86.00	70.00%	2	2,750	496,650	181
Affordable Overall			30%	0.9			
Affordable Rent	70.0	70.00	18.00%	1	1,700	64,260	38
Social Rent	70.0	70.00	0.00%	0	1,310	0	0
Shared Ownership	70.0	70.00	4.50%	0	1,925	18,191	9
First Homes	70.0	70.00	7.50%	0	0	0	16
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.075	ha	40	/ha		579,101	244
SITE AREA - Gross	0.079	ha	38	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		-68,752	-916,699	-870,864
Existing Use Value		31,579		400,000
Uplift	20%	6,316		80,000
Plus /ha	0	0		0
Benchmark Land Value		**37,895**		**480,000**
			£/m2	
Additional Profit		-113,405	-628	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 872

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				-68,752	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-1,031	-1,031	
Fees						
	Planning			1,386		
	Professional		9.00%	41,376	42,762	
CONSTRUCTION						
	Build Cost		1,659	404,029		
	s106 / CIL / IT			13,500		
	Contingency		5.00%	20,201		
	Abnormals	%	5.00%	20,201		
		£		1,800	459,731	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	17,373		
	Legals	%	0.5%	2,896		
		£/unit	0	0		
	Misc.	%	0.0%	0	20,269	**452,978**

Developers Profit				
	Market Housing	% Value	20.00%	**99,330**
	Affordable Housing	% Value	6.00%	**4,947**
	First Homes	% Value	20.00%	**0**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	3		
No dwgs under 50	3	462	1,386
No dwgs over 50	0	138	0
		Total	1,386

Stamp duty calc - Residual		
Land payment		-68,752
	Total	0

Stamp duty calc - Residual		
Land payment		37,895
	Total	0

Pre CIL s106	4,500	£/ Unit (all)	
		Total	**13,500**

Post CIL s106	4,500	£/ Unit (all)	13,500
CIL	0	£/m2	0
		Total	**13,500**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,405.00
CO2 Plus	%	6.00%	84.30
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,498.26
Site Costs	Base	10.00%	149.83
	BNG	0.70%	10.49
			1,658.57

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				1	1	1																			
Market Housing					0	0	0	165,550	165,550	165,550	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent					0	0	0	21,420	21,420	21,420	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	6,064	6,064	6,064	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**193,034**	**193,034**	**193,034**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		0																							
Easements etc.		0																							
Legals Acquisition		-1,031																							
Planning Fee		1,386																							
Professional		20,688		20,688																					
Build Cost - BCIS Base			0	44,892	89,784	134,676	89,784	44,892	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff			0	1,500	3,000	4,500	3,000	1,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			0	2,245	4,489	6,734	4,489	2,245	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	2,445	4,889	7,334	4,889	2,445	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0																							
Legal and Valuation		0																							
Agents		0	0	0	0	0	0	5,791	5,791	5,791	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	965	965	965	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AND PROFIT		**21,043**	**0**	**71,769**	**102,163**	**153,244**	**102,163**	**57,837**	**6,756**	**6,756**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	**-68,752**																							
	Interest		0	0	451	2,375	5,293	7,308	4,910	1,509	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																									
Market Housing																									99,330
Affordable for Rent																									4,947
First Homes																									0
	Cash Flow	47,710	0	-71,769	-102,614	-155,619	-107,456	127,889	181,368	184,768	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-104,277
	Opening Balance	0																							
	Closing Balance	47,710	47,710	-24,059	-126,673	-282,292	-389,748	-261,859	-80,491	104,277	104,277	104,277	104,277	104,277	104,277	104,277	104,277	104,277	104,277	104,277	104,277	104,277	104,277	104,277	0

Grantham& Wider App
Site 18

Site 18		**Flats 60**					

INCOME	**Av Size** m2		**%**	**Number**	**Price**	**GDV**	**GIA**
				60	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	79.8	72.50	70.00%	42	3,000	9,135,000	3,350
Affordable Overall			30%	18			
Affordable Rent	63.1	57.36	18.00%	11	1,700	1,053,196	681
Social Rent	63.1	57.36	0.00%	0	1,310	0	0
Shared Ownership	67.1	61.00	4.50%	3	2,100	345,870	181
First Homes	67.1	61.00	7.50%	5	2,100	576,450	302
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.750 ha		80	/ha		**11,110,516**	**4,514**
SITE AREA - Gross	0.789 ha		76	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

RUN Residual MACRO ctrl+r
Closing balance = 0

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		-2,158,913	-2,878,551	-2,734,623
Existing Use Value		315,789		400,000
Uplift	20%	63,158		80,000
Plus /ha	0	0		0
Benchmark Land Value		**378,947**		**480,000**

RUN CIL MACRO ctrl+l
Closing balance = 22,261

Check on phasing dwgs nos
correct

		£/m2
Additional Profit	-2,698,140	-806

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				-2,158,913	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-32,384	-32,384	
Fees						
	Planning			24,480		
	Professional		9.00%	868,461	892,941	
CONSTRUCTION						
	Build Cost		1,882	8,494,148		
	s106 / CIL / IT			270,000		
	Contingency		5.00%	424,707		
	Abnormals	%	5.00%	424,707		
		£		36,000	9,649,563	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	333,315		
	Legals	%	0.5%	55,553		
		£/unit	0	0		
	Misc.	%	0.0%	0	388,868	**8,740,075**

Developers Profit				
	Market Housing	% Value	20.00%	**1,827,000**
	Affordable Housing	% Value	6.00%	**83,944**
	First Homes	% Value	20.00%	**115,290**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	60		
No dwgs under 50	50	462	23,100
No dwgs over 50	10	138	1,380
		Total	24,480

Stamp duty calc - Residual		
Land payment		-2,158,913
	Total	0

Stamp duty calc - Residual		
Land payment		378,947
	Total	8,447

Pre CIL s106	4,500	£/ Unit (all)	
		Total	**270,000**

Post CIL s106	4,500	£/ Unit (all)	270,000
CIL	0	£/m2	0
		Total	**270,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,671.00
CO2 Plus	%	6.00%	100.26
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,780.22
Site Costs	Base	5.00%	89.01
	BNG	0.70%	12.46
			1,881.69

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				**Year 2**				**Year 3**				**Year 4**				**Year 5**				**Year 6**			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started			12	13	12	13	10																	
Market Housing				0	0	0	1,827,000	1,979,250	1,827,000	1,979,250	1,522,500	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	210,639	228,193	210,639	228,193	175,533	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	69,174	74,939	69,174	74,939	57,645	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes				0	0	0	115,290	124,898	115,290	124,898	96,075	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,222,103**	**2,407,279**	**2,222,103**	**2,407,279**	**1,851,753**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-32,384																							
Planning Fee	24,480																							
Professional	434,230		434,230																					
Build Cost - BCIS Base		0	566,277	1,179,743	1,746,019	1,793,209	1,651,640	1,085,363	471,897	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	18,000	37,500	55,500	57,000	52,500	34,500	15,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	28,314	58,987	87,301	89,660	82,582	54,268	23,595	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	30,714	63,987	94,701	97,260	89,582	58,868	25,595	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	66,663	72,218	66,663	72,218	55,553	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	11,111	12,036	11,111	12,036	9,259	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**426,327**	**0**	**1,077,535**	**1,340,217**	**1,983,521**	**2,037,130**	**1,954,078**	**1,317,254**	**613,860**	**84,255**	**64,811**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-2,158,913**																							
Interest		0	0	0	12,847	50,279	89,418	86,069	67,245	38,351	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																								
Market Housing																								1,827,000
Affordable for Rent																								83,944
First Homes																								115,290
Cash Flow	1,732,587	0	-1,077,535	-1,340,217	-1,996,368	-2,087,409	178,608	1,003,955	1,540,998	2,284,673	1,786,941	0	0	0	0	0	0	0	0	0	0	0	0	-2,026,234
Opening Balance	0																							
Closing Balance	1,732,587	1,732,587	655,052	-685,165	-2,681,533	-4,768,942	-4,590,334	-3,586,379	-2,045,380	239,293	2,026,234	2,026,234	2,026,234	2,026,234	2,026,234	2,026,234	2,026,234	2,026,234	2,026,234	2,026,234	2,026,234	2,026,234	2,026,234	0

Grantham& Wider App
Site 19

Site 19	Flats 12

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				12	£/m2	£	m2
	Gross	Net					
Market Housing	79.8	72.50	70.00%	8	3,000	1,827,000	670
Affordable Overall			30%	3.6			
Affordable Rent	55.0	50.00	18.00%	2	1,700	183,600	119
Social Rent	55.0	50.00	0.00%	0	1,310	0	0
Shared Ownership	67.1	61.00	4.50%	1	2,100	69,174	36
First Homes	67.1	61.00	7.50%	1	2,100	115,290	60
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.171	ha	70	/ha		**2,195,064**	**885**
SITE AREA - Gross	0.180	ha	67	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		-430,840	-2,513,233	-2,387,572
Existing Use Value		72,180		400,000
Uplift	20%	14,436		80,000
Plus /ha	0	0		0
Benchmark Land Value		**86,617**		**480,000**
			£/m2	
Additional Profit		**-544,214**	**-812**	

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 2,432

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				-430,840	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-6,463	-6,463	
Fees						
	Planning			5,544		
	Professional		9.00%	170,433	175,977	
CONSTRUCTION						
	Build Cost		1,882	1,665,908		
	s106 / CIL / IT			54,000		
	Contingency		5.00%	83,295		
	Abnormals	%	5.00%	83,295		
		£		7,200	1,893,698	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	65,852		
	Legals	%	0.5%	10,975		
		£/unit	0	0		
	Misc.	%	0.0%	0	76,827	**1,709,200**

Developers Profit				
	Market Housing	% Value	20.00%	**365,400**
	Affordable Housing	% Value	6.00%	**15,166**
	First Homes	% Value	20.00%	**23,058**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	12		
No dwgs under 50	12	462	5,544
No dwgs over 50	0	138	0
		Total	5,544

Stamp duty calc - Residual		
Land payment		-430,840
	Total	0

Stamp duty calc - Residual		
Land payment		86,617
	Total	0

Pre CIL s106	4,500	£/ Unit (all)	
		Total	**54,000**

Post CIL s106	4,500	£/ Unit (all)	54,000
CIL	0	£/m2	0
		Total	**54,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,671.00
CO2 Plus	%	6.00%	100.26
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,780.22
Site Costs	Base	5.00%	89.01
	BNG	0.70%	12.46
			1,881.69

RESIDUAL CASH FLOW FOR INTEREST

INCOME	Year 1 Q1	Q2	Q3	Q4	Year 2 Q1	Q2	Q3	Q4	Year 3 Q1	Q2	Q3	Q4	Year 4 Q1	Q2	Q3	Q4	Year 5 Q1	Q2	Q3	Q4	Year 6 Q1	Q2	Q3	Q4
UNITS Started			6	6																				
Market Housing				0	0	0	913,500	913,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	91,800	91,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	34,587	34,587	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes				0	0	0	57,645	57,645	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,097,532**	**1,097,532**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-6,463																							
Planning Fee	5,544																							
Professional	85,216		85,216																					
Build Cost - BCIS Base		0	277,651	555,303	555,303	277,651	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	9,000	18,000	18,000	9,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	13,883	27,765	27,765	13,883	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	15,083	30,165	30,165	15,083	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	32,926	32,926	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	5,488	5,488	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**84,298**	**0**	**400,833**	**631,233**	**631,233**	**315,616**	**38,414**	**38,414**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-430,840**																							
Interest		0	0	1,018	12,873	24,950	31,335	12,064	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																								
Market Housing																								365,400
Affordable for Rent																								15,166
First Homes																								23,058
Cash Flow	346,542	0	-400,833	-632,251	-644,105	-340,566	1,027,783	1,047,054	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-403,624
Opening Balance	0																							
Closing Balance	346,542	346,542	-54,291	-686,541	-1,330,647	-1,671,213	-643,430	403,624	403,624	403,624	403,624	403,624	403,624	403,624	403,624	403,624	403,624	403,624	403,624	403,624	403,624	403,624	403,624	0

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Grantham& Wider App
Site 20

Site 20	Flats 6

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				6	£/m2	£	m2
	Gross	Net					
Market Housing	79.8	72.50	70.00%	4	3,000	913,500	335
Affordable Overall			30%	1.8			
Affordable Rent	67.1	61.00	18.00%	1	1,700	111,996	72
Social Rent	67.1	61.00	0.00%	0	1,310	0	0
Shared Ownership	67.1	61.00	4.50%	0	2,100	34,587	18
First Homes	67.1	61.00	7.50%	0	2,100	57,645	30
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.086	ha	70	/ha		1,117,728	456
SITE AREA - Gross	0.090	ha	67	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		-227,165	-2,650,262	-2,517,749
Existing Use Value		36,090		400,000
Uplift	20%	7,218		80,000
Plus /ha	0	0		0
Benchmark Land Value		43,308		480,000

		£/m2
Additional Profit	-285,652	-853

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 2,674

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				-227,165	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-3,407	-3,407	
Fees						
	Planning			2,772		
	Professional		9.00%	87,651	90,423	
CONSTRUCTION						
	Build Cost		1,882	857,544		
	s106 / CIL / IT			27,000		
	Contingency		5.00%	42,877		
	Abnormals	%	5.00%	42,877		
		£		3,600	973,898	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	33,532		
	Legals	%	0.5%	5,589		
		£/unit	0	0		
	Misc.	%	0.0%	0	39,120	**872,869**

Developers Profit				
	Market Housing	% Value	20.00%	**182,700**
	Affordable Housing	% Value	6.00%	**8,795**
	First Homes	% Value	20.00%	**11,529**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	6		
No dwgs under 50	6	462	2,772
No dwgs over 50	0	138	0
		Total	2,772

Stamp duty calc - Residual		
Land payment		-227,165
	Total	0

Stamp duty calc - Residual		
Land payment		43,308
	Total	0

Pre CIL s106	4,500	£/ Unit (all)
	Total	**27,000**

Post CIL s106	4,500	£/ Unit (all)	27,000
CIL	0	£/m2	0
		Total	**27,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,671.00
CO2 Plus	%	6.00%	100.26
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,780.22
Site Costs	Base	5.00%	89.01
	BNG	0.70%	12.46
			1,881.69

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				3	3								
Market Housing					0	0	0	456,750	456,750	0	0	0	0
Affordable Rent					0	0	0	55,998	55,998	0	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	17,294	17,294	0	0	0	0
First Homes					0	0	0	28,823	28,823	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**558,864**	**558,864**	**0**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty		0											
Easements etc.		0											
Legals Acquisition		-3,407											
Planning Fee		2,772											
Professional		43,825		43,825									
Build Cost - BCIS Base			0	142,924	285,848	285,848	142,924	0	0	0	0	0	0
s106/CIL/Tariff			0	4,500	9,000	9,000	4,500	0	0	0	0	0	0
Contingency			0	7,146	14,292	14,292	7,146	0	0	0	0	0	0
Abnormals			0	7,746	15,492	15,492	7,746	0	0	0	0	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	16,766	16,766	0	0	0	0
Legals		0	0	0	0	0	0	2,794	2,794	0	0	0	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**43,190**	**0**	**206,142**	**324,633**	**324,633**	**162,316**	**19,560**	**19,560**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	**-227,165**											
	Interest		0	0	416	6,510	12,719	16,001	6,189	0	0	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	183,975	0	-206,142	-325,048	-331,143	-175,036	523,303	533,115	0	0	0	0
	Opening Balance	0											
	Closing Balance	183,975	183,975	-22,166	-347,215	-678,358	-853,393	-330,091	203,024	203,024	203,024	203,024	203,024

		Year 4				Year 5				Year 6			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty													
Easements etc.													
Legals Acquisition													
Planning Fee													
Professional													
Build Cost - BCIS Base		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													182,700
Affordable for Rent													8,795
First Homes													11,529
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-203,024
	Opening Balance												
	Closing Balance	203,024	203,024	203,024	203,024	203,024	203,024	203,024	203,024	203,024	203,024	203,024	0

Grantham& Wider App
Site 21

Site 21	BtR Houses 60

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				60	£/m2	£	m2
	Gross	Net					
Market Housing	92.3	92.34	70.00%	42	2,270	8,803,835	3,878
Affordable Overall			30%	18			
Affordable Rent	77.0	77.00	30.00%	18	1,816	2,516,976	1,386
Social Rent	77.0	77.00	0.00%	0	1,310	0	0
Shared Ownership	77.0	77.00	0.00%	0	1,589	0	0
First Homes	77.0	77.00	0.00%	0	0	0	0
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	2.000	ha	30	/ha		11,320,811	5,264
SITE AREA - Gross	2.669	ha	22	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		-1,632,850	-816,425	-611,826
Existing Use Value		66,720		25,000
Uplift	0%	0		0
Plus /ha	350,000	934,085		350,000
Benchmark Land Value		1,000,806		375,000

	Whole Site	£/m2
Additional Profit	-10,031,492	-2,587

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 7,613,039

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				-1,632,850	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-24,493	-24,493	
Fees						
	Planning			24,480		
	Professional		8.00%	758,951	783,431	
CONSTRUCTION						
	Build Cost		1,661	8,743,702		
	s106 / CIL / IT			270,000		
	Contingency		5.00%	437,185		
	Abnormals	%	0.00%	0		
		£		36,000	9,486,887	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	339,624		
	Legals	%	0.5%	56,604		
		£/unit	0	0		
	Misc.	%	0.0%	0	396,228	9,009,204

Developers Profit				
	Market Housing	% Value	20.00%	1,760,767
	Affordable Housing	% Value	6.00%	151,019
	First Homes	% Value	20.00%	0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	60		
No dwgs under 50	50	462	23,100
No dwgs over 50	10	138	1,380
		Total	24,480

Stamp duty calc - Residual		
Land payment		-1,632,850
	Total	0

Stamp duty calc - Residual		
Land payment		1,000,806
	Total	39,540

Pre CIL s106	4,500	£/ Unit (all)	
		Total	**270,000**

Post CIL s106	4,500	£/ Unit (all)	270,000
CIL	0	£/m2	0
		Total	**270,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,414.72
CO2 Plus	%	6.00%	84.88
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,508.56
Site Costs	Base	10.00%	150.86
	BNG	0.10%	1.51
			1,660.93

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				15	15	15	15						
Market Housing					0	0	0	2,200,959	2,200,959	2,200,959	2,200,959	0	0
Affordable Rent					0	0	0	629,244	629,244	629,244	629,244	0	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	0	0	0	0	0	0
First Homes					0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**2,830,203**	**2,830,203**	**2,830,203**	**2,830,203**	**0**	**0**
EXPENDITURE													
Stamp Duty		0											
Easements etc.		0											
Legals Acquisition		-24,493											
Planning Fee		24,480											
Professional		379,475		379,475									
Build Cost - BCIS Base			0	728,642	1,457,284	2,185,926	2,185,926	1,457,284	728,642	0	0	0	0
s106/CIL/Tariff			0	22,500	45,000	67,500	67,500	45,000	22,500	0	0	0	0
Contingency			0	36,432	72,864	109,296	109,296	72,864	36,432	0	0	0	0
Abnormals			0	3,000	6,000	9,000	9,000	6,000	3,000	0	0	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	84,906	84,906	84,906	84,906	0	0
Legals		0	0	0	0	0	0	14,151	14,151	14,151	14,151	0	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**379,463**	**0**	**1,170,049**	**1,581,148**	**2,371,722**	**2,371,722**	**1,680,205**	**889,631**	**99,057**	**99,057**	**0**	**0**
For Residual Valuation	Land	**-1,632,850**											
	Interest		0	0	0	28,084	73,080	118,920	99,588	65,069	15,080	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	1,253,387	0	-1,170,049	-1,581,148	-2,399,806	-2,444,802	1,031,077	1,840,984	2,666,077	2,716,065	0	0
	Opening Balance	0											
	Closing Balance	1,253,387	1,253,387	83,338	-1,497,810	-3,897,616	-6,342,418	-5,311,340	-3,470,356	-804,280	1,911,786	1,911,786	1,911,786

		Year 4				Year 5				Year 6			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty													
Easements etc.													
Legals Acquisition													
Planning Fee													
Professional													
Build Cost - BCIS Base		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													1,760,767
Affordable for Rent													151,019
First Homes													0
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-1,911,786
	Opening Balance												
	Closing Balance	1,911,786	1,911,786	1,911,786	1,911,786	1,911,786	1,911,786	1,911,786	1,911,786	1,911,786	1,911,786	1,911,786	0

Grantham& Wider App
Site 22

Site 22	BTR Flats 50

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				50	£/m2	£	m2
	Gross	Net					
Market Housing	72.6	66.00	70.00%	35	2,270	5,243,700	2,541
Affordable Overall			30%	15			
Affordable Rent	67.1	61.00	30.00%	15	1,816	1,661,640	1,007
Social Rent	67.1	61.00	0.00%	0	1,310	0	0
Shared Ownership	67.1	61.00	0.00%	0	1,589	0	0
First Homes	67.1	61.00	0.00%	0	0	0	0
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.833	ha	60	/ha		6,905,340	3,548
SITE AREA - Gross	0.877	ha	57	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		-2,965,866	-3,559,040	-3,381,088
Existing Use Value		350,877		400,000
Uplift	20%	70,175		80,000
Plus /ha	0	0		0
Benchmark Land Value		421,053		480,000
			£/m2	
Additional Profit		-7,889,414	-3,105	

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 4,593,224

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				-2,965,866	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-44,488	-44,488	
Fees						
	Planning			23,100		
	Professional		9.00%	683,805	706,905	
CONSTRUCTION						
	Build Cost		1,882	6,675,304		
	s106 / CIL / IT			225,000		
	Contingency		5.00%	333,765		
	Abnormals	%	5.00%	333,765		
		£		30,000	7,597,835	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	207,160		
	Legals	%	0.5%	34,527		
		£/unit	0	0		
	Misc.	%	0.0%	0	241,687	5,536,072

Developers Profit				
	Market Housing	% Value	20.00%	1,048,740
	Affordable Housing	% Value	6.00%	99,698
	First Homes	% Value	20.00%	0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	50		
No dwgs under 50	50	462	23,100
No dwgs over 50	0	138	0
		Total	23,100

Stamp duty calc - Residual		
Land payment		-2,965,866
	Total	0

Stamp duty calc - Residual		
Land payment		421,053
	Total	10,553

Pre CIL s106	4,500	£/ Unit (all)	
		Total	225,000

Post CIL s106	4,500	£/ Unit (all)	225,000
CIL	0	£/m2	0
		Total	225,000

Inf Tariff	% GDV	
	0.00%	0

Build Cost			/m2
			1,671.00
CO2 Plus	%	6.00%	100.26
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,780.22
Site Costs	Base	5.00%	89.01
	BNG	0.70%	12.46
			1,881.69

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started				16	17	17																			
Market Housing					0	0	0	1,677,984	1,782,858	1,782,858	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent					0	0	0	531,725	564,958	564,958	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		0	0	0	0	0	0	2,209,709	2,347,816	2,347,816	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																									
Stamp Duty		0																							
Easements etc.		0																							
Legals Acquisition		-44,488																							
Planning Fee		23,100																							
Professional		341,903		341,903																					
Build Cost - BCIS Base			0	712,032	1,468,567	2,225,101	1,513,069	756,534	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff			0	24,000	49,500	75,000	51,000	25,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			0	35,602	73,428	111,255	75,653	37,827	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	38,802	80,028	121,255	82,453	41,227	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0																							
Legal and Valuation		0																							
Agents		0	0	0	0	0	0	66,291	70,434	70,434	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	11,049	11,739	11,739	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AND PROFIT		320,515	0	1,152,338	1,671,524	2,532,612	1,722,176	938,428	82,174	82,174	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	Land	-2,965,866																							
	Interest		0	0	0	3,347	50,896	84,141	61,883	20,562	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																									
Market Housing																									1,048,740
Affordable for Rent																									99,698
First Homes																									0
	Cash Flow	2,645,352	0	-1,152,338	-1,671,524	-2,535,959	-1,773,072	1,187,140	2,203,760	2,245,080	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,148,438
	Opening Balance	0																							
	Closing Balance	2,645,352	2,645,352	1,493,014	-178,510	-2,714,469	-4,487,541	-3,300,401	-1,096,642	1,148,438	1,148,438	1,148,438	1,148,438	1,148,438	1,148,438	1,148,438	1,148,438	1,148,438	1,148,438	1,148,438	1,148,438	1,148,438	1,148,438	1,148,438	0

Grantham& Wider App
Site 24

Site 24	Land off Belton Lane

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				628	£/m2	£	m2
	Gross	Net					
Market Housing	91.2	91.00	70.00%	440	3,300	132,018,474	40,078
Affordable Overall			30%	188.4			
Affordable Rent	68.4	67.18	18.00%	113	1,700	12,909,268	7,726
Social Rent	68.4	67.18	0.00%	0	1,310	0	0
Shared Ownership	87.4	87.29	4.50%	28	2,310	5,698,064	2,471
First Homes	86.2	86.06	7.50%	47	2,285	9,260,471	4,061
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	20.933	ha	30	/ha		**159,886,277**	**54,336**
SITE AREA - Gross	34.900	ha	18	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	14,248,358	680,654	408,262
Existing Use Value	872,500		25,000
Uplift 0%	0		0
Plus /ha 225,000	7,852,500		225,000
Benchmark Land Value	**8,725,000**		**250,000**
		£/m2	
Additional Profit	-2,048,607	-51	

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 11,035,486

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				14,248,358	
	Stamp Duty			701,918		
	Easements etc.			0		
	Legals /Acquisition		1.50%	213,725	915,643	
Fees						
	Planning			102,864		
	Professional		8.00%	7,623,501	7,726,365	
CONSTRUCTION						
	Build Cost		1,607	87,325,678		
	s106 / CIL / IT			2,826,000		
	Contingency		5.00%	4,366,284		
	Abnormals	%	0.00%	0		
		£		775,800	95,293,762	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	4,796,588		
	Legals	%	0.5%	799,431		
		£/unit	0	0		
	Misc.	%	0.0%	0	5,596,020	**123,780,147**

Developers Profit				
	Market Housing	% Value	20.00%	**26,403,695**
	Affordable Housing	% Value	6.00%	**1,116,440**
	First Homes	% Value	20.00%	**1,852,094**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	628		
No dwgs under 50	50	462	23,100
No dwgs over 50	578	138	79,764
		Total	102,864

Stamp duty calc - Residual		
Land payment		14,248,358
	Total	701,918

Stamp duty calc - Residual		
Land payment		8,725,000
	Total	425,750

Pre CIL s106	20,000	£/ Unit (all)	
		Total	**12,560,000**

Post CIL s106	4,500	£/ Unit (all)	2,826,000
CIL	0	£/m2	0
		Total	**2,826,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,308.81
CO2 Plus	%	6.00%	78.53
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,396.30
Site Costs	Base	15.00%	209.45
	BNG	0.10%	1.40
			1,607.14

RESIDUAL CASH FLOW FOR INTEREST

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12
INCOME												
UNITS Started	28	60	60	60	60	60	60	60	60	60	60	
Market Housing		5,886,174	12,613,230	12,613,230	12,613,230	12,613,230	12,613,230	12,613,230	12,613,230	12,613,230	12,613,230	12,613,230
Affordable Rent		575,572	1,233,370	1,233,370	1,233,370	1,233,370	1,233,370	1,233,370	1,233,370	1,233,370	1,233,370	1,233,370
Social Rent		0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		254,054	544,401	544,401	544,401	544,401	544,401	544,401	544,401	544,401	544,401	544,401
First Homes		412,887	884,758	884,758	884,758	884,758	884,758	884,758	884,758	884,758	884,758	884,758
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**7,128,688**	**15,275,759**	**15,275,759**	**15,275,759**	**15,275,759**	**15,275,759**	**15,275,759**	**15,275,759**	**15,275,759**	**15,275,759**	**15,275,759**
EXPENDITURE												
Stamp Duty	701,918											
Easements etc.	0											
Legals Acquisition	213,725											
Planning Fee	102,864											
Professional	7,623,501											
Build Cost - BCIS Base		3,893,502	8,343,218	8,343,218	8,343,218	8,343,218	8,343,218	8,343,218	8,343,218	8,343,218	8,343,218	8,343,218
s106/CIL/Tariff		126,000	270,000	270,000	270,000	270,000	270,000	270,000	270,000	270,000	270,000	270,000
Contingency		194,675	417,161	417,161	417,161	417,161	417,161	417,161	417,161	417,161	417,161	417,161
Abnormals		34,590	74,121	74,121	74,121	74,121	74,121	74,121	74,121	74,121	74,121	74,121
Finance Fees	0											
Legal and Valuation	0											
Agents	0	213,861	458,273	458,273	458,273	458,273	458,273	458,273	458,273	458,273	458,273	458,273
Legals	0	35,643	76,379	76,379	76,379	76,379	76,379	76,379	76,379	76,379	76,379	76,379
Misc.			0									
COSTS BEFORE LAND INT AND PROFIT	**8,642,008**	**4,498,271**	**9,639,151**	**9,639,151**	**9,639,151**	**9,639,151**	**9,639,151**	**9,639,151**	**9,639,151**	**9,639,151**	**9,639,151**	**9,639,151**
For Residual Valuation Land	**14,248,358**											
Interest		1,716,777	1,648,254	1,349,128	1,027,567	681,889	310,285	0	0	0	0	0
Developers Return												
Market Housing												
Affordable for Rent												
First Homes												
Cash Flow	-22,890,366	913,640	3,988,353	4,287,480	4,609,041	4,954,719	5,326,323	5,636,608	5,636,608	5,636,608	5,636,608	5,636,608
Opening Balance	0											
Closing Balance	-22,890,366	-21,976,727	-17,988,373	-13,700,893	-9,091,852	-4,137,133	1,189,190	6,825,797	12,462,405	18,099,013	23,735,621	29,372,229

	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME												
UNITS Started												
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0
First Homes	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE												
Stamp Duty												
Easements etc.												
Legals Acquisition												
Planning Fee												
Professional												
Build Cost - BCIS Base	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees												
Legal and Valuation												
Agents	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0
Misc.												
COSTS BEFORE LAND INT AND PROFIT	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land												
Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return												
Market Housing												26,403,695
Affordable for Rent												1,116,440
First Homes												1,852,094
Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-29,372,229
Opening Balance												
Closing Balance	29,372,229	29,372,229	29,372,229	29,372,229	29,372,229	29,372,229	29,372,229	29,372,229	29,372,229	29,372,229	29,372,229	0

Grantham& Wider App
Site 25

Site 25	Spitalgate Heath - (Southern Quadrant)

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				3,700	£/m2	£	m2
	Gross	Net					
Market Housing	91.3	91.15	70.00%	2,590	3,300	779,087,606	236,487
Affordable Overall			30%	1110			
Affordable Rent	68.7	67.56	18.00%	666	1,700	76,493,200	45,768
Social Rent	68.7	67.56	0.00%	0	1,310	0	0
Shared Ownership	86.8	86.66	4.50%	167	2,310	33,332,532	14,453
First Homes	86.7	86.54	7.50%	278	2,284	54,837,853	24,054
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	123.333	ha	30	/ha		**943,751,191**	**320,762**
SITE AREA - Gross	215.000	ha	17	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		41,347,867	335,253	192,316
Existing Use Value		5,375,000		25,000
Uplift	0%	0		0
Plus /ha	225,000	48,375,000		225,000
Benchmark Land Value		**53,750,000**		**250,000**
			£/m2	
Additional Profit		**-71,958,462**	**-304**	

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 82,832,057

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				41,347,867	
	Stamp Duty			2,056,893		
	Easements etc.			0		
	Legals /Acquisition		1.50%	620,218	2,677,111	
Fees						
	Planning			526,800		
	Professional		8.00%	44,995,124	45,521,924	
CONSTRUCTION						
	Build Cost		1,607	515,438,142		
	s106 / CIL / IT			16,650,000		
	Contingency		5.00%	25,771,907		
	Abnormals	%	0.00%	0		
		£		4,579,000	562,439,049	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	28,312,536		
	Legals	%	0.5%	4,718,756		
		£/unit	0	0		
	Misc.	%	0.0%	0	33,031,292	**685,017,243**

Developers Profit			
Market Housing	% Value	20.00%	**155,817,521**
Affordable Housing	% Value	6.00%	**6,589,544**
First Homes	% Value	20.00%	**10,967,571**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	3,700		
No dwgs under 50	50	462	23,100
No dwgs over 50	3650	138	503,700
		Total	526,800

Stamp duty calc - Residual		
Land payment		41,347,867
	Total	2,056,893

Stamp duty calc - Residual		
Land payment		53,750,000
	Total	2,677,000

Pre CIL s106	20,000	£/ Unit (all)
	Total	**74,000,000**

Post CIL s106	4,500	£/ Unit (all)	16,650,000
CIL	0	£/m2	0
		Total	**16,650,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,308.63
CO2 Plus	%	6.00%	78.52
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,396.11
Site Costs	Base	15.00%	209.42
	BNG	0.10%	1.40
			1,606.92

RESIDUAL CASH FLOW FOR INTEREST

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12
INCOME												
UNITS Started	50	100	100	100	100	100	100	100	100	100	100	100
Market Housing		10,528,211	21,056,422	21,056,422	21,056,422	21,056,422	21,056,422	21,056,422	21,056,422	21,056,422	21,056,422	21,056,422
Affordable Rent		1,033,692	2,067,384	2,067,384	2,067,384	2,067,384	2,067,384	2,067,384	2,067,384	2,067,384	2,067,384	2,067,384
Social Rent		0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		450,440	900,879	900,879	900,879	900,879	900,879	900,879	900,879	900,879	900,879	900,879
First Homes		741,052	1,482,104	1,482,104	1,482,104	1,482,104	1,482,104	1,482,104	1,482,104	1,482,104	1,482,104	1,482,104
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**12,753,394**	**25,506,789**	**25,506,789**	**25,506,789**	**25,506,789**	**25,506,789**	**25,506,789**	**25,506,789**	**25,506,789**	**25,506,789**	**25,506,789**
EXPENDITURE												
Stamp Duty	2,056,893											
Easements etc.	0											
Legals Acquisition	620,218											
Planning Fee	526,800											
Professional	44,995,124											
Build Cost - BCIS Base		6,965,380	13,930,761	13,930,761	13,930,761	13,930,761	13,930,761	13,930,761	13,930,761	13,930,761	13,930,761	13,930,761
s106/CIL/Tariff		225,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000
Contingency		348,269	696,538	696,538	696,538	696,538	696,538	696,538	696,538	696,538	696,538	696,538
Abnormals		61,878	123,757	123,757	123,757	123,757	123,757	123,757	123,757	123,757	123,757	123,757
Finance Fees	0											
Legal and Valuation	0											
Agents	0	382,602	765,204	765,204	765,204	765,204	765,204	765,204	765,204	765,204	765,204	765,204
Legals	0	63,767	127,534	127,534	127,534	127,534	127,534	127,534	127,534	127,534	127,534	127,534
Misc.			0									
COSTS BEFORE LAND INT AND PROFIT	**48,199,035**	**8,046,896**	**16,093,793**	**16,093,793**	**16,093,793**	**16,093,793**	**16,093,793**	**16,093,793**	**16,093,793**	**16,093,793**	**16,093,793**	**16,093,793**
For Residual Valuation Land	**41,347,867**											
Interest		6,716,018	6,866,732	6,675,762	6,470,469	6,249,780	6,012,539	5,757,504	5,483,342	5,188,618	4,871,790	4,531,200
Developers Return												
Market Housing												
Affordable for Rent												
First Homes												
Cash Flow	-89,546,902	-2,009,520	2,546,264	2,737,234	2,942,527	3,163,216	3,400,457	3,655,492	3,929,654	4,224,378	4,541,206	4,881,796
Opening Balance	0											
Closing Balance	-89,546,902	-91,556,422	-89,010,158	-86,272,924	-83,330,397	-80,167,181	-76,766,723	-73,111,232	-69,181,578	-64,957,200	-60,415,994	-55,534,198

	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME												
UNITS Started	100	100	100	100	100	100	100	100	1,750			
Market Housing	21,056,422	21,056,422	21,056,422	21,056,422	21,056,422	21,056,422	21,056,422	21,056,422	21,056,422	368,487,381	0	0
Affordable Rent	2,067,384	2,067,384	2,067,384	2,067,384	2,067,384	2,067,384	2,067,384	2,067,384	2,067,384	36,179,216	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	900,879	900,879	900,879	900,879	900,879	900,879	900,879	900,879	900,879	15,765,387	0	0
First Homes	1,482,104	1,482,104	1,482,104	1,482,104	1,482,104	1,482,104	1,482,104	1,482,104	1,482,104	25,936,822	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**25,506,789**	**25,506,789**	**25,506,789**	**25,506,789**	**25,506,789**	**25,506,789**	**25,506,789**	**25,506,789**	**25,506,789**	**446,368,807**	**0**	**0**
EXPENDITURE												
Stamp Duty												
Easements etc.												
Legals Acquisition												
Planning Fee												
Professional												
Build Cost - BCIS Base	13,930,761	13,930,761	13,930,761	13,930,761	13,930,761	13,930,761	13,930,761	13,930,761	13,930,761	243,788,310	0	0
s106/CIL/Tariff	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	7,875,000	0	0
Contingency	696,538	696,538	696,538	696,538	696,538	696,538	696,538	696,538	696,538	12,189,416	0	0
Abnormals	123,757	123,757	123,757	123,757	123,757	123,757	123,757	123,757	123,757	2,165,743	0	0
Finance Fees												
Legal and Valuation												
Agents	765,204	765,204	765,204	765,204	765,204	765,204	765,204	765,204	765,204	13,391,064	0	0
Legals	127,534	127,534	127,534	127,534	127,534	127,534	127,534	127,534	127,534	2,231,844	0	0
Misc.												
COSTS BEFORE LAND INT AND PROFIT	**16,093,793**	**16,093,793**	**16,093,793**	**16,093,793**	**16,093,793**	**16,093,793**	**16,093,793**	**16,093,793**	**16,093,793**	**281,641,377**	**0**	**0**
For Residual Valuation Land												
Interest	4,165,065	3,771,470	3,348,356	2,893,508	2,404,546	1,878,912	1,313,856	706,420	53,427	0	0	0
Developers Return												
Market Housing												155,817,521
Affordable for Rent												6,589,544
First Homes												10,967,571
Cash Flow	5,247,931	5,641,526	6,064,640	6,519,488	7,008,450	7,534,084	8,099,140	8,706,576	9,359,569	164,727,429	0	-173,374,636
Opening Balance												
Closing Balance	-50,286,267	-44,644,741	-38,580,101	-32,060,612	-25,052,162	-17,518,078	-9,418,938	-712,363	8,647,206	173,374,636	173,374,636	0

Grantham& Wider App
Site 26

Site 26		**Rectory Farm**					

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				1,554	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	91.3	91.18	70.00%	1,088	3,300	327,330,128	99,359
Affordable Overall			30%	466.2			
Affordable Rent	68.6	67.46	18.00%	280	1,700	32,080,887	19,198
Social Rent	68.6	67.46	0.00%	0	1,310	0	0
Shared Ownership	87.5	87.41	4.50%	70	2,310	14,120,755	6,117
First Homes	87.4	87.28	7.50%	117	2,282	23,212,736	10,184
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	51.800	ha	30	/ha		**396,744,506**	**134,859**
SITE AREA - Gross	83.590	ha	19	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**31,490,650**	**607,928**	**376,727**
Existing Use Value		2,089,750		25,000
Uplift	0%	0		0
Plus /ha	225,000	18,807,750		225,000
Benchmark Land Value		**20,897,500**		**250,000**

		£/m2
Additional Profit	**-8,201,907**	**-83**

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 27,661,125

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				31,490,650	
	Stamp Duty			1,564,033		
	Easements etc.			0		
	Legals /Acquisition		1.50%	472,360	2,036,392	
Fees						
	Planning			230,652		
	Professional		8.00%	18,917,766	19,148,418	
CONSTRUCTION						
	Build Cost		1,607	216,716,828		
	s106 / CIL / IT			6,993,000		
	Contingency		5.00%	10,835,841		
	Abnormals	%	0.00%	0		
		£		1,926,400	236,472,069	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	11,902,335		
	Legals	%	0.5%	1,983,723		
		£/unit	0	0		
	Misc.	%	0.0%	0	13,886,058	**303,033,587**

Developers Profit				
	Market Housing	% Value	20.00%	**65,466,026**
	Affordable Housing	% Value	6.00%	**2,772,099**
	First Homes	% Value	20.00%	**4,642,547**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	1,554		
No dwgs under 50	50	462	23,100
No dwgs over 50	1504	138	207,552
		Total	230,652

Stamp duty calc - Residual		
Land payment		31,490,650
	Total	1,564,033

Stamp duty calc - Residual		
Land payment		20,897,500
	Total	1,034,375

Pre CIL s106	20,000	£/ Unit (all)	
		Total	**31,080,000**

Post CIL s106	4,500	£/ Unit (all)	6,993,000
CIL	0	£/m2	0
		Total	**6,993,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,308.69
CO2 Plus	%	6.00%	78.52
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,396.17
Site Costs	Base	15.00%	209.43
	BNG	0.10%	1.40
			1,606.99

RESIDUAL CASH FLOW FOR INTEREST

		Year 1	**Year 2**	**Year 3**	**Year 4**	**Year 5**	**Year 6**	**Year 7**	**Year 8**	**Year 9**	**Year 10**	**Year 11**	**Year 12**
INCOME													
UNITS Started		28	80	110	110	140	160	160	160	160	145	125	92
Market Housing			5,897,840	16,850,972	23,170,086	23,170,086	29,489,201	33,701,944	33,701,944	33,701,944	33,701,944	30,542,386	26,329,644
Affordable Rent			578,034	1,651,526	2,270,848	2,270,848	2,890,170	3,303,051	3,303,051	3,303,051	3,303,051	2,993,390	2,580,509
Social Rent			0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			254,428	726,937	999,539	999,539	1,272,140	1,453,874	1,453,874	1,453,874	1,453,874	1,317,574	1,135,839
First Homes			418,247	1,194,993	1,643,115	1,643,115	2,091,237	2,389,986	2,389,986	2,389,986	2,389,986	2,165,924	1,867,176
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**7,148,550**	**20,424,428**	**28,083,588**	**28,083,588**	**35,742,748**	**40,848,855**	**40,848,855**	**40,848,855**	**40,848,855**	**37,019,275**	**31,913,168**
EXPENDITURE													
Stamp Duty		1,564,033											
Easements etc.		0											
Legals Acquisition		472,360											
Planning Fee		230,652											
Professional		18,917,766											
Build Cost - BCIS Base			3,904,808	11,156,593	15,340,316	15,340,316	19,524,039	22,313,187	22,313,187	22,313,187	22,313,187	20,221,326	17,432,177
s106/CIL/Tariff			126,000	360,000	495,000	495,000	630,000	720,000	720,000	720,000	720,000	652,500	562,500
Contingency			195,240	557,830	767,016	767,016	976,202	1,115,659	1,115,659	1,115,659	1,115,659	1,011,066	871,609
Abnormals			34,710	99,171	136,360	136,360	173,550	198,342	198,342	198,342	198,342	179,748	154,955
Finance Fees		0											
Legal and Valuation		0											
Agents		0	214,456	612,733	842,508	842,508	1,072,282	1,225,466	1,225,466	1,225,466	1,225,466	1,110,578	957,395
Legals		0	35,743	102,122	140,418	140,418	178,714	204,244	204,244	204,244	204,244	185,096	159,566
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**21,184,810**	**4,510,957**	**12,888,449**	**17,721,618**	**17,721,618**	**22,554,786**	**25,776,899**	**25,776,899**	**25,776,899**	**25,776,899**	**23,360,314**	**20,138,202**
For Residual Valuation	Land	**31,490,650**											
	Interest		3,950,659	4,049,140	3,787,627	3,294,551	2,764,494	1,982,734	1,001,043	0	0	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-52,675,460	-1,313,067	3,486,839	6,574,344	7,067,419	10,423,468	13,089,222	14,070,914	15,071,957	15,071,957	13,658,961	11,774,966
	Opening Balance	0											
	Closing Balance	-52,675,460	-53,988,527	-50,501,688	-43,927,345	-36,859,925	-26,436,458	-13,347,235	723,679	15,795,635	30,867,592	44,526,553	56,301,519

		Year 13	**Year 14**	**Year 15**	**Year 16**	**Year 17**	**Year 18**	**Year 19**	**Year 20**	**Year 21**	**Year 22**	**Year 23**	**Year 24**
INCOME													
UNITS Started		40	44										
Market Housing		19,378,618	8,425,486	9,268,035	0	0	0	0	0	0	0	0	0
Affordable Rent		1,899,255	825,763	908,339	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		835,978	363,469	399,815	0	0	0	0	0	0	0	0	0
First Homes		1,374,242	597,496	657,246	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**23,488,092**	**10,212,214**	**11,233,435**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty													
Easements etc.													
Legals Acquisition													
Planning Fee													
Professional													
Build Cost - BCIS Base		12,830,082	5,578,297	6,136,126	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		414,000	180,000	198,000	0	0	0	0	0	0	0	0	0
Contingency		641,504	278,915	306,806	0	0	0	0	0	0	0	0	0
Abnormals		114,047	49,586	54,544	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		704,643	306,366	337,003	0	0	0	0	0	0	0	0	0
Legals		117,440	51,061	56,167	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**14,821,717**	**6,444,225**	**7,088,647**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													65,466,026
Affordable for Rent													2,772,099
First Homes													4,642,547
	Cash Flow	8,666,375	3,767,989	4,144,788	0	0	0	0	0	0	0	0	-72,880,671
	Opening Balance												
	Closing Balance	64,967,894	68,735,883	72,880,671	72,880,671	72,880,671	72,880,671	72,880,671	72,880,671	72,880,671	72,880,671	72,880,671	0

Grantham& Wider App
Site 27

Site 27	**Prince William of Gloucester Barracks**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				4,000	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	91.2	91.08	70.00%	2,800	3,300	841,579,200	255,472
Affordable Overall			30%	1200			
Affordable Rent	68.6	67.39	18.00%	720	1,700	82,484,000	49,362
Social Rent	68.6	67.39	0.00%	0	1,310	0	0
Shared Ownership	86.4	86.26	4.50%	180	2,310	35,865,060	15,553
First Homes	86.6	86.41	7.50%	300	2,283	59,188,620	25,970
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	114.286	ha	35	/ha		**1,019,116,880**	**346,358**
SITE AREA - Gross	184.000	ha	22	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**58,019,252**	**507,668**	**315,322**
Existing Use Value		4,600,000		25,000
Uplift	0%	0		0
Plus /ha	225,000	41,400,000		225,000
Benchmark Land Value		**46,000,000**		**250,000**

		£/m2
Additional Profit	**-35,635,205**	**-139**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 82,770,303

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				58,019,252	
	Stamp Duty			2,890,463		
	Easements etc.			0		
	Legals /Acquisition		1.50%	870,289	3,760,751	
Fees						
	Planning			568,200		
	Professional		8.00%	48,591,866	49,160,066	
CONSTRUCTION						
	Build Cost		1,607	556,619,353		
	s106 / CIL / IT			18,000,000		
	Contingency		5.00%	27,830,968		
	Abnormals	%	0.00%	0		
		£		4,948,000	607,398,321	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	30,573,506		
	Legals	%	0.5%	5,095,584		
		£/unit	0	0		
	Misc.	%	0.0%	0	35,669,091	**754,007,480**

Developers Profit				
	Market Housing	% Value	20.00%	**168,315,840**
	Affordable Housing	% Value	6.00%	**7,100,944**
	First Homes	% Value	20.00%	**11,837,724**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	4,000		
No dwgs under 50	50	462	23,100
No dwgs over 50	3950	138	545,100
		Total	568,200

Stamp duty calc - Residual		
Land payment		58,019,252
	Total	2,890,463

Stamp duty calc - Residual		
Land payment		46,000,000
	Total	2,289,500

Pre CIL s106	20,000	£/ Unit (all)	
		Total	**80,000,000**

Post CIL s106	4,500	£/ Unit (all)	18,000,000
CIL	0	£/m2	0
		Total	**18,000,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,308.75
CO2 Plus	%	6.00%	78.52
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,396.23
Site Costs	Base	15.00%	209.44
	BNG	0.10%	1.40
			1,607.07

RESIDUAL CASH FLOW FOR INTEREST

	Year 1	**Year 2**	**Year 3**	**Year 4**	**Year 5**	**Year 6**	**Year 7**	**Year 8**
INCOME								
UNITS Started	125	135	135	135	135	135	135	135
Market Housing		26,299,350	28,403,298	28,403,298	28,403,298	28,403,298	28,403,298	28,403,298
Affordable Rent		2,577,625	2,783,835	2,783,835	2,783,835	2,783,835	2,783,835	2,783,835
Social Rent		0	0	0	0	0	0	0
Shared Ownership		1,120,783	1,210,446	1,210,446	1,210,446	1,210,446	1,210,446	1,210,446
First Homes		1,849,644	1,997,616	1,997,616	1,997,616	1,997,616	1,997,616	1,997,616
Grant and Subsidy		0	0	0	0	0	0	0
INCOME	**0**	**31,847,403**	**34,395,195**	**34,395,195**	**34,395,195**	**34,395,195**	**34,395,195**	**34,395,195**
EXPENDITURE								
Stamp Duty	2,890,463							
Easements etc.	0							
Legals Acquisition	870,289							
Planning Fee	568,200							
Professional	48,591,866							
Build Cost - BCIS Base		17,394,355	18,785,903	18,785,903	18,785,903	18,785,903	18,785,903	18,785,903
s106/CIL/Tariff		562,500	607,500	607,500	607,500	607,500	607,500	607,500
Contingency		869,718	939,295	939,295	939,295	939,295	939,295	939,295
Abnormals		154,625	166,995	166,995	166,995	166,995	166,995	166,995
Finance Fees	0							
Legal and Valuation	0							
Agents	0	955,422	1,031,856	1,031,856	1,031,856	1,031,856	1,031,856	1,031,856
Legals	0	159,237	171,976	171,976	171,976	171,976	171,976	171,976
Misc.			0					
COSTS BEFORE LAND INT AND PROFIT	**52,920,817**	**20,095,857**	**21,703,525**	**21,703,525**	**21,703,525**	**21,703,525**	**21,703,525**	**21,703,525**
For Residual Valuation Land	**58,019,252**							
Interest		8,320,505	8,063,177	7,716,040	7,342,868	6,941,708	6,510,461	6,046,870
Developers Return								
Market Housing								
Affordable for Rent								
First Homes								
Cash Flow	-110,940,069	3,431,041	4,628,492	4,975,629	5,348,802	5,749,962	6,181,209	6,644,799
Opening Balance	0							
Closing Balance	-110,940,069	-107,509,028	-102,880,536	-97,904,906	-92,556,105	-86,806,143	-80,624,934	-73,980,135

	Year 9	**Year 10**	**Year 11**	**Year 12**	**Year 13**	**Year 14**	**Year 15**	**Year 16**
INCOME								
UNITS Started	135	135	135	135	135	135	135	135
Market Housing	28,403,298	28,403,298	28,403,298	28,403,298	28,403,298	28,403,298	28,403,298	28,403,298
Affordable Rent	2,783,835	2,783,835	2,783,835	2,783,835	2,783,835	2,783,835	2,783,835	2,783,835
Social Rent	0	0	0	0	0	0	0	0
Shared Ownership	1,210,446	1,210,446	1,210,446	1,210,446	1,210,446	1,210,446	1,210,446	1,210,446
First Homes	1,997,616	1,997,616	1,997,616	1,997,616	1,997,616	1,997,616	1,997,616	1,997,616
Grant and Subsidy	0	0	0	0	0	0	0	0
INCOME	**34,395,195**	**34,395,195**	**34,395,195**	**34,395,195**	**34,395,195**	**34,395,195**	**34,395,195**	**34,395,195**
EXPENDITURE								
Stamp Duty								
Easements etc.								
Legals Acquisition								
Planning Fee								
Professional								
Build Cost - BCIS Base	18,785,903	18,785,903	18,785,903	18,785,903	18,785,903	18,785,903	18,785,903	18,785,903
s106/CIL/Tariff	607,500	607,500	607,500	607,500	607,500	607,500	607,500	607,500
Contingency	939,295	939,295	939,295	939,295	939,295	939,295	939,295	939,295
Abnormals	166,995	166,995	166,995	166,995	166,995	166,995	166,995	166,995
Finance Fees								
Legal and Valuation								
Agents	1,031,856	1,031,856	1,031,856	1,031,856	1,031,856	1,031,856	1,031,856	1,031,856
Legals	171,976	171,976	171,976	171,976	171,976	171,976	171,976	171,976
Misc.								
COSTS BEFORE LAND INT AND PROFIT	**21,703,525**	**21,703,525**	**21,703,525**	**21,703,525**	**21,703,525**	**21,703,525**	**21,703,525**	**21,703,525**
For Residual Valuation Land								
Interest	5,548,510	5,012,773	4,436,856	3,817,745	3,152,201	2,436,740	1,667,621	840,817
Developers Return								
Market Housing								
Affordable for Rent								
First Homes								
Cash Flow	7,143,159	7,678,896	8,254,814	8,873,925	9,539,469	10,254,929	11,024,049	11,850,853
Opening Balance								
Closing Balance	-66,836,975	-59,158,079	-50,903,265	-42,029,341	-32,489,872	-22,234,943	-11,210,894	639,959

	Year 17	**Year 18**	**Year 19**	**Year 20**	**Year 21**	**Year 22**	**Year 23**	**Year 24**
INCOME								
UNITS Started	135	135	135	135	1,310			
Market Housing	28,403,298	28,403,298	28,403,298	28,403,298	28,403,298	275,617,188	0	0
Affordable Rent	2,783,835	2,783,835	2,783,835	2,783,835	2,783,835	27,013,510	0	0
Social Rent	0	0	0	0	0	0	0	0
Shared Ownership	1,210,446	1,210,446	1,210,446	1,210,446	1,210,446	11,745,807	0	0
First Homes	1,997,616	1,997,616	1,997,616	1,997,616	1,997,616	19,384,273	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0
INCOME	**34,395,195**	**34,395,195**	**34,395,195**	**34,395,195**	**34,395,195**	**333,760,778**	**0**	**0**
EXPENDITURE								
Stamp Duty								
Easements etc.								
Legals Acquisition								
Planning Fee								
Professional								
Build Cost - BCIS Base	18,785,903	18,785,903	18,785,903	18,785,903	18,785,903	182,292,838	0	0
s106/CIL/Tariff	607,500	607,500	607,500	607,500	607,500	5,895,000	0	0
Contingency	939,295	939,295	939,295	939,295	939,295	9,114,642	0	0
Abnormals	166,995	166,995	166,995	166,995	166,995	1,620,470	0	0
Finance Fees								
Legal and Valuation								
Agents	1,031,856	1,031,856	1,031,856	1,031,856	1,031,856	10,012,823	0	0
Legals	171,976	171,976	171,976	171,976	171,976	1,668,804	0	0
Misc.								
COSTS BEFORE LAND INT AND PROFIT	**21,703,525**	**21,703,525**	**21,703,525**	**21,703,525**	**21,703,525**	**210,604,577**	**0**	**0**
For Residual Valuation Land								
Interest	0	0	0	0	0	0	0	0
Developers Return								
Market Housing								168,315,840
Affordable for Rent								7,100,944
First Homes								11,837,724
Cash Flow	12,691,670	12,691,670	12,691,670	12,691,670	12,691,670	123,156,201	0	-187,254,508
Opening Balance								
Closing Balance	13,331,628	26,023,298	38,714,968	51,406,637	64,098,307	187,254,508	187,254,508	0

Grantham& Wider App
Site 29

Site 29	Linchfield Road

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				680	£/m2	£	m2
	Gross	Net					
Market Housing	91.2	91.07	70.00%	476	3,100	134,375,700	43,423
Affordable Overall			30%	204			
Affordable Rent	68.3	67.07	18.00%	122	1,700	13,956,710	8,355
Social Rent	68.3	67.07	0.00%	0	1,310	0	0
Shared Ownership	88.1	88.10	4.50%	31	2,170	5,849,802	2,696
First Homes	88.6	88.59	7.50%	51	2,166	9,787,600	4,518
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	22.667	ha	30	/ha		163,969,812	58,991
SITE AREA - Gross	32.980	ha	21	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		11,566,436	510,284	350,711
Existing Use Value		824,500		25,000
Uplift	0%	0		0
Plus /ha	225,000	7,420,500		225,000
Benchmark Land Value		8,245,000		250,000

		£/m2
Additional Profit	696,651	16

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 3,956,947

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				11,566,436	
	Stamp Duty			567,822		
	Easements etc.			0		
	Legals /Acquisition		1.50%	173,497	741,318	
Fees						
	Planning			110,040		
	Professional		8.00%	8,273,085	8,383,125	
CONSTRUCTION						
	Build Cost		1,607	94,772,917		
	s106 / CIL / IT			3,060,000		
	Contingency		5.00%	4,738,646		
	Abnormals	%	0.00%	0		
		£		842,000	103,413,563	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	4,919,094		
	Legals	%	0.5%	819,849		
		£/unit	0	0		
	Misc.	%	0.0%	0	5,738,943	**129,843,385**

Developers Profit				
	Market Housing	% Value	20.00%	**26,875,140**
	Affordable Housing	% Value	6.00%	**1,188,391**
	First Homes	% Value	20.00%	**1,957,520**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	680		
No dwgs under 50	50	462	23,100
No dwgs over 50	630	138	86,940
		Total	110,040

Stamp duty calc - Residual		
Land payment		11,566,436
	Total	567,822

Stamp duty calc - Residual		
Land payment		8,245,000
	Total	401,750

Pre CIL s106	20,000	£/ Unit (all)	
		Total	**13,600,000**

Post CIL s106	4,500	£/ Unit (all)	3,060,000
CIL	0	£/m2	0
		Total	**3,060,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,308.33
CO2 Plus	%	6.00%	78.50
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,395.79
Site Costs	Base	15.00%	209.37
	BNG	0.10%	1.40
			1,606.56

RESIDUAL CASH FLOW FOR INTEREST

		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME																									
UNITS Started		50	100	100	100	100	100	100	30																
Market Housing			9,880,566	19,761,132	19,761,132	19,761,132	19,761,132	19,761,132	19,761,132	5,928,340	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			1,026,229	2,052,457	2,052,457	2,052,457	2,052,457	2,052,457	2,052,457	615,737	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			430,133	860,265	860,265	860,265	860,265	860,265	860,265	258,080	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes			719,676	1,439,353	1,439,353	1,439,353	1,439,353	1,439,353	1,439,353	431,806	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**12,056,604**	**24,113,208**	**24,113,208**	**24,113,208**	**24,113,208**	**24,113,208**	**24,113,208**	**7,233,962**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		567,822																							
Easements etc.		0																							
Legals Acquisition		173,497																							
Planning Fee		110,040																							
Professional		8,273,085																							
Build Cost - BCIS Base			6,968,597	13,937,194	13,937,194	13,937,194	13,937,194	13,937,194	13,937,194	4,181,158	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff			225,000	450,000	450,000	450,000	450,000	450,000	450,000	135,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			348,430	696,860	696,860	696,860	696,860	696,860	696,860	209,058	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			61,912	123,824	123,824	123,824	123,824	123,824	123,824	37,147	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0																							
Legal and Valuation		0																							
Agents		0	361,698	723,396	723,396	723,396	723,396	723,396	723,396	217,019	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	60,283	120,566	120,566	120,566	120,566	120,566	120,566	36,170	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AND PROFIT		**9,124,443**	**8,025,920**	**16,051,839**	**16,051,839**	**16,051,839**	**16,051,839**	**16,051,839**	**16,051,839**	**4,815,552**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	**11,566,436**																							
	Interest		1,551,816	1,365,901	863,741	323,919	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																									
Market Housing																									26,875,140
Affordable for Rent																									1,188,391
First Homes																									1,957,520
	Cash Flow	-20,690,879	2,478,868	6,695,468	7,197,628	7,737,450	8,061,369	8,061,369	8,061,369	2,418,411	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-30,021,051
	Opening Balance	0																							
	Closing Balance	-20,690,879	-18,212,011	-11,516,543	-4,318,915	3,418,535	11,479,903	19,541,272	27,602,640	30,021,051	30,021,051	30,021,051	30,021,051	30,021,051	30,021,051	30,021,051	30,021,051	30,021,051	30,021,051	30,021,051	30,021,051	30,021,051	30,021,051	30,021,051	0

Grantham& Wider App
Site 30

Site 30	Mill Drove

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				457	£/m2	£	m2
	Gross	Net					
Market Housing	91.4	91.29	70.00%	320	3,100	90,528,901	29,251
Affordable Overall			30%	137.1			
Affordable Rent	68.9	67.77	18.00%	82	1,700	9,476,854	5,669
Social Rent	68.9	67.77	0.00%	0	1,310	0	0
Shared Ownership	87.1	86.95	4.50%	21	2,170	3,880,341	1,792
First Homes	86.8	86.68	7.50%	34	2,167	6,438,418	2,975
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	15.233	ha	30	/ha		**110,324,513**	**39,686**
SITE AREA - Gross	25.389	ha	18	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**7,361,461**	**483,247**	**289,948**
Existing Use Value		634,722		25,000
Uplift	0%	0		0
Plus /ha	225,000	5,712,500		225,000
Benchmark Land Value		**6,347,222**		**250,000**
			£/m2	
Additional Profit		**-1,081,849**	**-37**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 2,611,831

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				7,361,461	
	Stamp Duty			357,573		
	Easements etc.			0		
	Legals /Acquisition		1.50%	110,422	467,995	
Fees						
	Planning			79,266		
	Professional		8.00%	5,567,051	5,646,317	
CONSTRUCTION						
	Build Cost		1,607	63,774,697		
	s106 / CIL / IT			2,056,500		
	Contingency		5.00%	3,188,735		
	Abnormals	%	0.00%	0		
		£		568,200	69,588,132	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	3,309,735		
	Legals	%	0.5%	551,623		
		£/unit	0	0		
	Misc.	%	0.0%	0	3,861,358	**86,925,263**

Developers Profit				
	Market Housing	% Value	20.00%	**18,105,780**
	Affordable Housing	% Value	6.00%	**801,432**
	First Homes	% Value	20.00%	**1,287,684**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	457		
No dwgs under 50	50	462	23,100
No dwgs over 50	407	138	56,166
		Total	79,266

Stamp duty calc - Residual		
Land payment		7,361,461
	Total	357,573

Stamp duty calc - Residual		
Land payment		6,347,222
	Total	306,861

Pre CIL s106	20,000	£/ Unit (all)	
		Total	**9,140,000**

Post CIL s106	4,500	£/ Unit (all)	2,056,500
CIL	0	£/m2	0
		Total	**2,056,500**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,308.68
CO2 Plus	%	6.00%	78.52
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,396.16
Site Costs	Base	15.00%	209.42
	BNG	0.10%	1.40
			1,606.98

RESIDUAL CASH FLOW FOR INTEREST

		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12
INCOME													
UNITS Started		12	50	75	75	75	35	35	35	35	30		
Market Housing			2,377,127	9,904,694	14,857,041	14,857,041	14,857,041	6,933,286	6,933,286	6,933,286	6,933,286	5,942,816	0
Affordable Rent			248,845	1,036,855	1,555,282	1,555,282	1,555,282	725,798	725,798	725,798	725,798	622,113	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			101,891	424,545	636,818	636,818	636,818	297,182	297,182	297,182	297,182	254,727	0
First Homes			169,061	704,422	1,056,633	1,056,633	1,056,633	493,095	493,095	493,095	493,095	422,653	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**2,896,924**	**12,070,516**	**18,105,774**	**18,105,774**	**18,105,774**	**8,449,361**	**8,449,361**	**8,449,361**	**8,449,361**	**7,242,309**	**0**
EXPENDITURE													
Stamp Duty		357,573											
Easements etc.		0											
Legals Acquisition		110,422											
Planning Fee		79,266											
Professional		5,567,051											
Build Cost - BCIS Base			1,674,609	6,977,538	10,466,307	10,466,307	10,466,307	4,884,277	4,884,277	4,884,277	4,884,277	4,186,523	0
s106/CIL/Tariff			54,000	225,000	337,500	337,500	337,500	157,500	157,500	157,500	157,500	135,000	0
Contingency			83,730	348,877	523,315	523,315	523,315	244,214	244,214	244,214	244,214	209,326	0
Abnormals			14,920	62,166	93,249	93,249	93,249	43,516	43,516	43,516	43,516	37,300	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	86,908	362,115	543,173	543,173	543,173	253,481	253,481	253,481	253,481	217,269	0
Legals		0	14,485	60,353	90,529	90,529	90,529	42,247	42,247	42,247	42,247	36,212	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**6,114,312**	**1,928,652**	**8,036,049**	**12,054,074**	**12,054,074**	**12,054,074**	**5,625,234**	**5,625,234**	**5,625,234**	**5,625,234**	**4,821,630**	**0**
For Residual Valuation	Land	**7,361,461**											
	Interest		1,010,683	1,013,864	787,319	392,490	0	0	0	0	0	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-13,475,773	-42,411	3,020,603	5,264,381	5,659,210	6,051,700	2,824,127	2,824,127	2,824,127	2,824,127	2,420,680	0
	Opening Balance	0											
	Closing Balance	-13,475,773	-13,518,184	-10,497,581	-5,233,200	426,010	6,477,709	9,301,836	12,125,962	14,950,089	17,774,216	20,194,895	20,194,895

		Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME													
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty													
Easements etc.													
Legals Acquisition													
Planning Fee													
Professional													
Build Cost - BCIS Base		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													18,105,780
Affordable for Rent													801,432
First Homes													1,287,684
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-20,194,895
	Opening Balance												
	Closing Balance	20,194,895	20,194,895	20,194,895	20,194,895	20,194,895	20,194,895	20,194,895	20,194,895	20,194,895	20,194,895	20,194,895	0

Stamford App
Cover

SKDC - Post-consultation (January 2024)

16/02/2024
15:31

Large Green 450

1	UNITS	**450**		Aff - rented	60%	% of Aff	81	81
	Affordable	30%	135	Shared Owne	15%		20.25	20
				First Homes	25%	% of Aff	33.75	34
							135	135

(Rounded column header above the last column.)

Modelling				
Density	30	units/ha		
Net:Gross	60%			

Area ha		
Total	25.000	
Gross	25.000	ha
Net	15.000	ha

Characteristics	
Sub Area	Stamford & South
Green Brov	Green
Use	Agricultural

				Market			
	Beds	m2	Circulation	315		Rounded	m2
Terrace	2	73	0.0%	15%	47.25	47	3,431
Terrace	3	86	0.0%	25%	78.75	79	6,794
Terrace	4	97	0.0%		0.00	0	0
Semi	2	81	0.0%	15%	47.25	47	3,807
Semi	3	98	0.0%	25%	78.75	79	7,742
Semi	4	106	0.0%	3%	9.45	9	954
Det	3	120	0.0%		0.00	0	0
Det	4	130	0.0%	10%	31.50	32	4,160
Det	5	140	0.0%	3%	9.45	9	1,260
Flat to5	1	40	10.0%	4%	12.60	13	572
Flat to5	2	65	10.0%		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0
				100%	**315.00**	**315**	**28,720**

				Affordable for Rent				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	81		Rounded	m2	20		Rounded	m2	34		Rounded	m2
Terrace	2	70	0.0%	24%	19.44	20	1,400	15%	3.00	3	210	15%	5.10	5	350
Terrace	3	84	0.0%	10%	8.10	8	672	25%	5.00	5	420	25%	8.50	9	756
Terrace	4	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	79	0.0%	24%	19.44	19	1,501	15%	3.00	3	237	15%	5.10	5	395
Semi	3	93	0.0%	10%	8.10	8	744	25%	5.00	5	465	25%	8.50	9	837
Semi	4	106	0.0%	1%	0.81	1	106	3%	0.60	1	106	3%	1.02	1	106
Det	3	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	115	0.0%		0.00	0	0	10%	2.00	2	230	10%	3.40	3	345
Det	5	119	0.0%	1%	0.81	1	119	3%	0.60	1	119	3%	1.02	1	119
Flat to5	1	39	10.0%	30%	24.30	24	1,030	4%	0.80	0	0	4%	1.36	1	43
Flat to5	2	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**81.00**	**81**	**5,572**	**100%**	**20.00**	**20**	**1,787**	**100%**	**34.00**	**34**	**2,951**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2		1,246		1,246	5,391	6,717,186
Terrace	3		1,246		1,246	8,642	10,767,932
Terrace	4		1,246		1,246	0	0
Semi	2		1,286		1,286	5,940	7,638,840
Semi	3		1,286		1,286	9,788	12,587,368
Semi	4		1,286		1,286	1,272	1,635,792
Det	3		1,465		1,465	0	0
Det	4		1,465		1,465	4,735	6,936,775
Det	5		1,465		1,465	1,617	2,368,905
Flat to5	1		1,472		1,472	1,645	2,420,704
Flat to5	2		1,472		1,472	0	0
Flat to5	3		1,472		1,472	0	0
Flat 6+	1		1,701		1,701	0	0
Flat 6+	2		1,701		1,701	0	0
Flat 6+	3		1,701		1,701	0	0
						39,030	51,073,502

1,309 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	75	1.9	143
Terrace	3	101	2.4	242
Terrace	4	0	3	0
Semi	2	74	1.9	141
Semi	3	101	2.4	242
Semi	4	12	3	36
Det	3	0	2.4	0
Det	4	37	3	111
Det	5	12	3	36
Flat to5	1	38	1.5	57
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**1,008**

ha per 1,000	
0.00	Allotments and Community Gardens
0.60	Amenity Greenspace
0.00	Cemeteries and Churchyards
2.00	Natural and Semi-Natural Greenspace
1.60	Outdoor Sports Facilities
0.50	Parks and Gardens
0.15	Provisions for Child
4.85	**ha**

Open Space Required	4.888
Gross - Net	10.000
Shortfall / Surplus	5.112

Summary

			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		315	28,720	91.17	28,668	91.01
Aff - rented		81	5,572	68.79	5,478	67.63
Shared Ownership		20	1,787	89.35	1,787	89.35
First Homes		34	2,951	86.79	2,947	86.68
		450	**39,030**		**38,880**	

Green 150								Rounded
2	UNITS	**150**		Aff - rented	60%	% of Aff	27	27
	Affordable	30%	45	Shared Owne	15%		6.75	7
				First Homes	25%	% of Aff	11.25	11
							45	45

Modelling			Area ha			Characteristics	
Density	30	units/ha	Total	8.333		Sub Area	Stamford & South
Net:Gross	60%		Gross	8.333	ha	Green Brov	Green
			Net	5.000	ha	Use	Agricultural

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	105		Rounded	m2	m2	Circulation	27		Rounded	m2	7		Rounded	m2	11		Rounded	m2
Terrace	2	73	0.0%	15%	15.75	16	1,168	70	0.0%	24%	6.48	7	490	15%	1.05	1	70	15%	1.65	2	140
Terrace	3	86	0.0%	25%	26.25	26	2,236	84	0.0%	10%	2.70	3	252	25%	1.75	2	168	25%	2.75	3	252
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%	15%	15.75	16	1,296	79	0.0%	24%	6.48	6	474	15%	1.05	1	79	15%	1.65	2	158
Semi	3	98	0.0%	25%	26.25	26	2,548	93	0.0%	10%	2.70	3	279	25%	1.75	2	186	25%	2.75	3	279
Semi	4	106	0.0%	3%	3.15	3	318	106	0.0%	1%	0.27	0	0	3%	0.21	0	0	3%	0.33	0	0
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%	10%	10.50	11	1,430	115	0.0%		0.00	0	0	10%	0.70	1	115	10%	1.10	1	115
Det	5	140	0.0%	3%	3.15	3	420	119	0.0%	1%	0.27	0	0	3%	0.21	0	0	3%	0.33	0	0
Flat to5	1	40	10.0%	4%	4.20	4	176	39	10.0%	30%	8.10	8	343	4%	0.28	0	0	4%	0.44	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**105.00**	**105**	**9,592**			**100%**	**27.00**	**27**	**1,838**	**100%**	**7.00**	**7**	**618**	**100%**	**11.00**	**11**	**944**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	1,868	2,624,540
Terrace	3			1,405	1,405	2,908	4,085,740
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	2,007	2,859,975
Semi	3			1,425	1,425	3,292	4,691,100
Semi	4			1,425	1,425	318	453,150
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	1,660	2,798,760
Det	5			1,686	1,686	420	708,120
Flat to5	1			1,671	1,671	519	867,583
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						12,992	19,088,968

1,469 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	26	1.9	49
Terrace	3	34	2.4	82
Terrace	4	0	3	0
Semi	2	25	1.9	48
Semi	3	34	2.4	82
Semi	4	3	3	9
Det	3	0	2.4	0
Det	4	13	3	39
Det	5	3	3	9
Flat to5	1	12	1.5	18
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**335**

ha per 1,000			
0.0000	Allotments and Community Gardens		
0.6000	Amenity Greenspace		
0.0000	Cemeteries and Churchyards		
2.0000	Natural and Semi-Natural Greenspace		
1.6000	Outdoor Sports Facilities		
0.5000	Parks and Gardens		
0.1500	Provisions for Children	Open Space Required	1.625
0.0000	0.0000	Gross - Net	3.333
4.8500	**ha**	Shortfall / Surplus	1.708

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		105	9,592	91.35	9,576	91.20
Aff - rented		27	1,838	68.08	1,807	66.93
Shared Ownership		7	618	88.29	618	88.29
First Homes		11	944	85.82	944	85.82
		150	**12,992**		**12,945**	

Green 60

3	UNITS	**60**		Aff - rented	60%	% of Aff
	Affordable	30%	18	Shared Owne	15%	
				First Homes	25%	% of Aff

	Rounded
10.8	11
2.70	2
4.5	5
18	18

Modelling			Area ha			Characteristics	
Density	30	units/ha	Total	2.648		Sub Area	Stamford & South
Net:Gross	80%		Gross	2.500	ha	Green Brov	Green
			Net	2.000	ha	Use	Agricultural

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	42		Rounded	m2	m2	Circulation	11		Rounded	m2	2		Rounded	m2	5		Rounded	m2
Terrace	2	73	0.0%	15%	6.30	6	438	70	0.0%	24%	2.64	3	210	15%	0.30	0	0	15%	0.75	1	70
Terrace	3	86	0.0%	25%	10.50	11	946	84	0.0%	10%	1.10	1	84	25%	0.50	1	84	25%	1.25	1	84
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%	15%	6.30	6	486	79	0.0%	24%	2.64	3	237	15%	0.30	0	0	15%	0.75	1	79
Semi	3	98	0.0%	25%	10.50	11	1,078	93	0.0%	10%	1.10	1	93	25%	0.50	1	93	25%	1.25	1	93
Semi	4	106	0.0%	3%	1.26	1	106	106	0.0%	1%	0.11	0	0	3%	0.06	0	0	3%	0.15	0	0
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%	10%	4.20	4	520	115	0.0%		0.00	0	0	10%	0.20	0	0	10%	0.50	1	115
Det	5	140	0.0%	3%	1.26	1	140	119	0.0%	1%	0.11	0	0	3%	0.06	0	0	3%	0.15	0	0
Flat to5	1	40	10.0%	4%	1.68	2	88	39	10.0%	30%	3.30	3	129	4%	0.08	0	0	4%	0.20	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**42.00**	**42**	**3,802**			**100%**	**11.00**	**11**	**753**	**100%**	**2.00**	**2**	**177**	**100%**	**5.00**	**5**	**441**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	718	1,008,790
Terrace	3			1,405	1,405	1,198	1,683,190
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	802	1,142,850
Semi	3			1,425	1,425	1,357	1,933,725
Semi	4			1,425	1,425	106	151,050
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	635	1,070,610
Det	5			1,686	1,686	140	236,040
Flat to5	1			1,671	1,671	217	362,106
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						5,173	7,588,361
							1,467 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	10	1.9	19
Terrace	3	14	2.4	34
Terrace	4	0	3	0
Semi	2	10	1.9	19
Semi	3	14	2.4	34
Semi	4	1	3	3
Det	3	0	2.4	0
Det	4	5	3	15
Det	5	1	3	3
Flat to5	1	5	1.5	8
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**134**

ha per 1,000	
0.0000	Allotments and Community Gardens
0.6000	Amenity Greenspace
0.0000	Cemeteries and Churchyards
2.0000	Natural and Semi-Natural Greenspace
1.6000	Outdoor Sports Facilities
0.5000	Parks and Gardens
0.1500	Provisions for Children
0.0000	0.0000
4.8500	**ha**

Open Space Required	0.648
Gross - Net	0.500
Shortfall / Surplus	-0.148

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		42	3,802	90.52	3,794	90.33
Aff - rented		11	753	68.43	741	67.36
Shared Ownership		2	177	88.50	177	88.50
First Homes		5	441	88.20	441	88.20
		60	**5,173**		**5,153**	

Green 25

							Rounded	Modelling			Area ha			Characteristics	
4	UNITS	**25**		Aff - rented	60% % of Aff	4.5	5	Density	30	units/ha	Total	1.112		Sub Area	Stamford & South
	Affordable	30%	7.5	Shared Owne	15%	1.13	1	Net:Gross	95%		Gross	0.877	ha	Green Brov	Green
				First Homes	25% % of Aff	1.875	2				Net	0.833	ha	Use	Agricultural
						7.5	8								

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	17.5		Rounded	m2	m2	Circulation	5		Rounded	m2	1		Rounded	m2	2		Rounded	m2
Terrace	2	73	0.0%	15%	2.63	2	146	70	0.0%	24%	1.20	1	70	15%	0.15	1	70	15%	0.30	0	0
Terrace	3	86	0.0%	25%	4.38	4	344	84	0.0%	10%	0.50	1	84	25%	0.25	0	0	25%	0.50	1	84
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%	15%	2.63	3	243	79	0.0%	24%	1.20	1	79	15%	0.15	0	0	15%	0.30	0	0
Semi	3	98	0.0%	25%	4.38	4	392	93	0.0%	10%	0.50	1	93	25%	0.25	0	0	25%	0.50	1	93
Semi	4	106	0.0%	3%	0.53	1	106	106	0.0%	1%	0.05	0	0	3%	0.03	0	0	3%	0.06	0	0
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%	10%	1.75	2	260	115	0.0%		0.00	0	0	10%	0.10	0	0	10%	0.20	0	0
Det	5	140	0.0%	3%	0.53	1	140	119	0.0%	1%	0.05	0	0	3%	0.03	0	0	3%	0.06	0	0
Flat to5	1	40	10.0%	4%	0.70	0	0	39	10.0%	30%	1.50	1	43	4%	0.04	0	0	4%	0.08	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**17.50**	**17**	**1,631**			**100%**	**5.00**	**5**	**369**	**100%**	**1.00**	**1**	**70**	**100%**	**2.00**	**2**	**177**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	286	401,830
Terrace	3			1,405	1,405	512	719,360
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	322	458,850
Semi	3			1,425	1,425	578	823,650
Semi	4			1,425	1,425	106	151,050
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	260	438,360
Det	5			1,686	1,686	140	236,040
Flat to5	1			1,671	1,671	43	71,686
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						2,247	3,300,826
							1,469 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	4	1.9	8
Terrace	3	6	2.4	14
Terrace	4	0	3	0
Semi	2	4	1.9	8
Semi	3	6	2.4	14
Semi	4	1	3	3
Det	3	0	2.4	0
Det	4	2	3	6
Det	5	1	3	3
Flat to5	1	1	1.5	2
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**58**

ha per 1,000			
0.0000	Allotments and Community Gardens		
0.6000	Amenity Greenspace		
0.0000	Cemeteries and Churchyards		
2.0000	Natural and Semi-Natural Greenspace		
1.6000	Outdoor Sports Facilities		
0.5000	Parks and Gardens		
0.1500	Provisions for Children	Open Space Required	0.279
0.0000	0.0000	Gross - Net	0.044
4.8500	**ha**	Shortfall / Surplus	-0.235

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		17	1,631	95.94	1,631	95.94
Aff - rented		5	369	73.78	365	73.00
Shared Ownership		1	70	70.00	70	70.00
First Homes		2	177	88.50	177	88.50
		25	**2,247**		**2,243**	

Green 16

							Rounded
5	UNITS	**16**		Aff - rented	60% % of Aff	2.88	3
	Affordable	30%	4.8	Shared Owne	15%	0.72	1
				First Homes	25% % of Aff	1.2	1
						4.8	5

Modelling			Area ha			Characteristics	
Density	30	units/ha	Total	0.699		Sub Area	Stamford & South
Net:Gross	95%		Gross	0.561	ha	Green Brov	Green
			Net	0.533	ha	Use	Agricultural

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	11.2		Rounded	m2	m2	Circulation	3		Rounded	m2	1		Rounded	m2	1		Rounded	m2
Terrace	2	73	0.0%	15%	1.68	2	146	70	0.0%	24%	0.72	1	70	15%	0.15	1	70	15%	0.15	1	70
Terrace	3	86	0.0%	25%	2.80	3	258	84	0.0%	10%	0.30	0	0	25%	0.25	0	0	25%	0.25	0	0
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%	15%	1.68	2	162	79	0.0%	24%	0.72	1	79	15%	0.15	0	0	15%	0.15	0	0
Semi	3	98	0.0%	25%	2.80	3	294	93	0.0%	10%	0.30	0	0	25%	0.25	0	0	25%	0.25	0	0
Semi	4	106	0.0%	3%	0.34	0	0	106	0.0%	1%	0.03	0	0	3%	0.03	0	0	3%	0.03	0	0
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%	10%	1.12	1	130	115	0.0%		0.00	0	0	10%	0.10	0	0	10%	0.10	0	0
Det	5	140	0.0%	3%	0.34	0	0	119	0.0%	1%	0.03	0	0	3%	0.03	0	0	3%	0.03	0	0
Flat to5	1	40	10.0%	4%	0.45	0	0	39	10.0%	30%	0.90	1	43	4%	0.04	0	0	4%	0.04	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**11.20**	**11**	**990**			**100%**	**3.00**	**3**	**192**	**100%**	**1.00**	**1**	**70**	**100%**	**1.00**	**1**	**70**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	356	500,180
Terrace	3			1,405	1,405	258	362,490
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	241	343,425
Semi	3			1,425	1,425	294	418,950
Semi	4			1,425	1,425	0	0
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	130	219,180
Det	5			1,686	1,686	0	0
Flat to5	1			1,671	1,671	43	71,686
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						1,322	1,915,911

1,449 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	5	1.9	10
Terrace	3	3	2.4	7
Terrace	4	0	3	0
Semi	2	3	1.9	6
Semi	3	3	2.4	7
Semi	4	0	3	0
Det	3	0	2.4	0
Det	4	1	3	3
Det	5	0	3	0
Flat to5	1	1	1.5	2
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**34**

ha per 1,000			
0.0000	Allotments and Community Gardens		
0.6000	Amenity Greenspace		
0.0000	Cemeteries and Churchyards		
2.0000	Natural and Semi-Natural Greenspace		
1.6000	Outdoor Sports Facilities		
0.5000	Parks and Gardens		
0.1500	Provisions for Children	Open Space Required	0.165
0.0000	0.0000	Gross - Net	0.028
4.8500	**ha**	Shortfall / Surplus	-0.137

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		11	990	90.00	990	90.00
Aff - rented		3	192	63.97	188	62.67
Shared Ownership		1	70	70.00	70	70.00
First Homes		1	70	70.00	70	70.00
		16	**1,322**		**1,318**	

Green 9

								Rounded
6	UNITS	**9**		Aff - rented	60%	% of Aff	1.62	2
	Affordable	30%	2.7	Shared Owne	15%		0.41	0
				First Homes	25%	% of Aff	0.675	1
							2.7	3

Modelling			Area ha			Characteristics	
Density	30	units/ha	Total	0.316		Sub Area	Stamford & South
Net:Gross	95%		Gross	0.316	ha	Green Brov	Green
			Net	0.300	ha	Use	Paddock

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	6.3		Rounded	m2	m2	Circulation	2		Rounded	m2	0		Rounded	m2	1		Rounded	m2
Terrace	2	73	0.0%		0.00	0	0	70	0.0%	100%	2.00	2	140	100%	0.00	0	0	100%	1.00	1	70
Terrace	3	86	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%	25%	1.58	2	162	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	98	0.0%	25%	1.58	2	196	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	106	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%	30%	1.89	1	130	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	20%	1.26	1	140	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**6.30**	**6**	**628**			**100%**	**2.00**	**2**	**140**	**100%**	**0.00**	**0**	**0**	**100%**	**1.00**	**1**	**70**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	210	295,050
Terrace	3			1,405	1,405	0	0
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	162	230,850
Semi	3			1,425	1,425	196	279,300
Semi	4			1,425	1,425	0	0
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	130	219,180
Det	5			1,686	1,686	140	236,040
Flat to5	1			1,671	1,671	0	0
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						838	1,260,420

1,504 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	3	1.9	6
Terrace	3	0	2.4	0
Terrace	4	0	3	0
Semi	2	2	1.9	4
Semi	3	2	2.4	5
Semi	4	0	3	0
Det	3	0	2.4	0
Det	4	1	3	3
Det	5	1	3	3
Flat to5	1	0	1.5	0
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**20**

ha per 1,000			
	Allotments and Community Gardens		
	Amenity Greenspace		
	Cemeteries and Churchyards		
	Natural and Semi-Natural Greenspace		
	Outdoor Sports Facilities		
	Parks and Gardens		
	Provisions for Children	Open Space Required	0.000
	0.0000	Gross - Net	0.016
0.0000	**ha**	Shortfall / Surplus	0.016

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		6	628	104.67	628	104.67
Aff - rented		2	140	70.00	140	70.00
Shared Ownership		0	0	70.00	0	70.00
First Homes		1	70	70.00	70	70.00
		9	**838**		**838**	

Green 6

							Rounded	Modelling			Area ha		Characteristics	
7	UNITS	6		Aff - rented	60% % of Aff	1.08	1	Density	30 units/ha	Total	0.211	Sub Area	Stamford & South
	Affordable	30%	1.8	Shared Owne	15%	0.27	0	Net:Gross	95%	Gross	0.211 ha	Green Brov	Green
				First Homes	25% % of Aff	0.45	0			Net	0.200 ha	Use	Paddock
						1.8	1						

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	4.2		Rounded	m2	m2	Circulation	1		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	73	0.0%		0.00	0	0	70	0.0%	100%	1.00	1	70	100%	0.00	0	0	100%	0.00	1	70
Terrace	3	86	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	98	0.0%	50%	2.10	2	196	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	106	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%	30%	1.26	1	130	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	20%	0.84	1	140	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**4.20**	**4**	**466**			**100%**	**1.00**	**1**	**70**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**1**	**70**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	140	196,700
Terrace	3			1,405	1,405	0	0
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	0	0
Semi	3			1,425	1,425	196	279,300
Semi	4			1,425	1,425	0	0
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	130	219,180
Det	5			1,686	1,686	140	236,040
Flat to5	1			1,671	1,671	0	0
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						606	931,220

1,537 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	2	1.9	4
Terrace	3	0	2.4	0
Terrace	4	0	3	0
Semi	2	0	1.9	0
Semi	3	2	2.4	5
Semi	4	0	3	0
Det	3	0	2.4	0
Det	4	1	3	3
Det	5	1	3	3
Flat to5	1	0	1.5	0
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**15**

ha per 1,000			
	Allotments and Community Gardens		
	Amenity Greenspace		
	Cemeteries and Churchyards		
	Natural and Semi-Natural Greenspace		
	Outdoor Sports Facilities		
	Parks and Gardens		
	Provisions for Children	Open Space Required	0.000
	0.0000	Gross - Net	0.011
0.0000	**ha**	Shortfall / Surplus	0.011

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		4	466	116.50	466	116.50
Aff - rented		1	70	70.00	70	70.00
Shared Ownership		0	0	70.00	0	70.00
First Homes		1	70	70.00	70	70.00
		6	**606**		**606**	

Green 3

8	UNITS	**3**		Aff - rented	60%	% of Aff	
	Affordable	30%	0.9	Shared Owne	15%		
				First Homes	25%	% of Aff	

	Rounded
0.54	1
0.14	0
0.225	0
0.9	1

Modelling			Area ha			Characteristics	
Density	30	units/ha	Total	0.105		Sub Area	Stamford & South
Net:Gross	95%		Gross	0.105	ha	Green Brov	Green
			Net	0.100	ha	Use	Paddock

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	2.1		Rounded	m2	m2	Circulation	1		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	73	0.0%		0.00	0	0	70	0.0%	100%	1.00	1	70	100%	0.00	0	0	100%	0.00	0	0
Terrace	3	86	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	98	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	106	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%	100%	2.10	2	260	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%		0.00	0	0	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**2.10**	**2**	**260**			**100%**	**1.00**	**1**	**70**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	70	98,350
Terrace	3			1,405	1,405	0	0
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	0	0
Semi	3			1,425	1,425	0	0
Semi	4			1,425	1,425	0	0
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	260	438,360
Det	5			1,686	1,686	0	0
Flat to5	1			1,671	1,671	0	0
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						330	536,710

1,626 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	1	1.9	2
Terrace	3	0	2.4	0
Terrace	4	0	3	0
Semi	2	0	1.9	0
Semi	3	0	2.4	0
Semi	4	0	3	0
Det	3	0	2.4	0
Det	4	2	3	6
Det	5	0	3	0
Flat to5	1	0	1.5	0
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**8**

ha per 1,000	
	Allotments and Community Gardens
	Amenity Greenspace
	Cemeteries and Churchyards
	Natural and Semi-Natural Greenspace
	Outdoor Sports Facilities
	Parks and Gardens
	Provisions for Children
	0.0000
0.0000	**ha**

Open Space Required	0.000
Gross - Net	0.005
Shortfall / Surplus	0.005

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		2	260	130.00	260	130.00
Aff - rented		1	70	70.00	70	70.00
Shared Ownership		0	0	70.00	0	70.00
First Homes		0	0	70.00	0	70.00
		3	**330**		**330**	

Green 9 LD

								Rounded
9	UNITS	9		Aff - rented	60%	% of Aff	1.62	2
	Affordable	30%	2.7	Shared Owne	15%		0.41	0
				First Homes	25%	% of Aff	0.675	1
							2.7	3

Modelling			Area ha			Characteristics	
Density	20	units/ha	Total	0.474		Sub Area	Stamford & South
Net:Gross	95%		Gross	0.474	ha	Green Brov	Green
			Net	0.450	ha	Use	Paddock

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	6.3		Rounded	m2	m2	Circulation	2		Rounded	m2	0		Rounded	m2	1		Rounded	m2
Terrace	2	73	0.0%		0.00	0	0	70	0.0%	100%	2.00	2	140	100%	0.00	0	0	100%	1.00	1	70
Terrace	3	86	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	98	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	106	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%	50%	3.15	3	390	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	50%	3.15	3	420	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**6.30**	**6**	**810**			**100%**	**2.00**	**2**	**140**	**100%**	**0.00**	**0**	**0**	**100%**	**1.00**	**1**	**70**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	210	295,050
Terrace	3			1,405	1,405	0	0
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	0	0
Semi	3			1,425	1,425	0	0
Semi	4			1,425	1,425	0	0
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	390	657,540
Det	5			1,686	1,686	420	708,120
Flat to5	1			1,671	1,671	0	0
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						1,020	1,660,710

1,628 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	3	1.9	6
Terrace	3	0	2.4	0
Terrace	4	0	3	0
Semi	2	0	1.9	0
Semi	3	0	2.4	0
Semi	4	0	3	0
Det	3	0	2.4	0
Det	4	3	3	9
Det	5	3	3	9
Flat to5	1	0	1.5	0
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**24**

ha per 1,000	
	Allotments and Community Gardens
	Amenity Greenspace
	Cemeteries and Churchyards
	Natural and Semi-Natural Greenspace
	Outdoor Sports Facilities
	Parks and Gardens
	Provisions for Children
	0.0000
0.0000	**ha**

Open Space Required	0.000
Gross - Net	0.024
Shortfall / Surplus	0.024

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		6	810	135.00	810	135.00
Aff - rented		2	140	70.00	140	70.00
Shared Ownership		0	0	70.00	0	70.00
First Homes		1	70	70.00	70	70.00
		9	**1,020**		**1,020**	

Green 6 LD

10	UNITS	6		Aff - rented	60%	% of Aff
	Affordable	30%	1.8	Shared Owne	15%	
				First Homes	25%	% of Aff

	Rounded
1.08	1
0.27	0
0.45	0
1.8	1

Modelling			Area ha			Characteristics	
Density	20	units/ha	Total	0.316		Sub Area	Stamford & South
Net:Gross	95%		Gross	0.316	ha	Green Brov	Green
			Net	0.300	ha	Use	Paddock

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	4.2		Rounded	m2	m2	Circulation	1		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	73	0.0%		0.00	0	0	70	0.0%	100%	1.00	1	70	100%	0.00	0	0	100%	0.00	1	70
Terrace	3	86	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	98	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	106	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%	50%	2.10	2	260	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	50%	2.10	2	280	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**4.20**	**4**	**540**			**100%**	**1.00**	**1**	**70**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**1**	**70**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	140	196,700
Terrace	3			1,405	1,405	0	0
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	0	0
Semi	3			1,425	1,425	0	0
Semi	4			1,425	1,425	0	0
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	260	438,360
Det	5			1,686	1,686	280	472,080
Flat to5	1			1,671	1,671	0	0
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						680	1,107,140

1,628 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	2	1.9	4
Terrace	3	0	2.4	0
Terrace	4	0	3	0
Semi	2	0	1.9	0
Semi	3	0	2.4	0
Semi	4	0	3	0
Det	3	0	2.4	0
Det	4	2	3	6
Det	5	2	3	6
Flat to5	1	0	1.5	0
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**16**

ha per 1,000	
	Allotments and Community Gardens
	Amenity Greenspace
	Cemeteries and Churchyards
	Natural and Semi-Natural Greenspace
	Outdoor Sports Facilities
	Parks and Gardens
	Provisions for Children
	0.0000
0.0000	**ha**

Open Space Required	0.000
Gross - Net	0.016
Shortfall / Surplus	0.016

Summary		Construction		Saleable	
	Units	m2	Average	m2	Average
Market Housing	4	540	135.00	540	135.00
Aff - rented	1	70	70.00	70	70.00
Shared Ownership	0	0	70.00	0	70.00
First Homes	1	70	70.00	70	70.00
	6	**680**		**680**	

Green 3 LD

									Rounded	Modelling			Area ha			Characteristics	
11	UNITS	3		Aff - rented	60%	% of Aff		0.54	1	Density	20	units/ha	Total	0.158		Sub Area	Stamford & South
	Affordable	30%	0.9	Shared Owne	15%			0.14	0	Net:Gross	95%		Gross	0.158	ha	Green Brov	Green
				First Homes	25%	% of Aff		0.225	0				Net	0.150	ha	Use	Paddock
								0.9	1								

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	2.1		Rounded	m2	m2	Circulation	1		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	73	0.0%		0.00	0	0	70	0.0%	100%	1.00	1	70	100%	0.00	0	0	100%	0.00	0	0
Terrace	3	86	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	98	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	106	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%	100%	2.10	2	260	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%		0.00	0	0	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**2.10**	**2**	**260**			**100%**	**1.00**	**1**	**70**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	70	98,350
Terrace	3			1,405	1,405	0	0
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	0	0
Semi	3			1,425	1,425	0	0
Semi	4			1,425	1,425	0	0
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	260	438,360
Det	5			1,686	1,686	0	0
Flat to5	1			1,671	1,671	0	0
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						330	536,710

1,626 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	1	1.9	2
Terrace	3	0	2.4	0
Terrace	4	0	3	0
Semi	2	0	1.9	0
Semi	3	0	2.4	0
Semi	4	0	3	0
Det	3	0	2.4	0
Det	4	2	3	6
Det	5	0	3	0
Flat to5	1	0	1.5	0
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**8**

ha per 1,000			
	Allotments and Community Gardens		
	Amenity Greenspace		
	Cemeteries and Churchyards		
	Natural and Semi-Natural Greenspace		
	Outdoor Sports Facilities		
	Parks and Gardens		
	Provisions for Children	Open Space Required	0.000
	0.0000	Gross - Net	0.008
0.0000	**ha**	Shortfall / Surplus	0.008

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		2	260	130.00	260	130.00
Aff - rented		1	70	70.00	70	70.00
Shared Ownership		0	0	70.00	0	70.00
First Homes		0	0	70.00	0	70.00
		3	**330**		**330**	

Brown 16									Rounded	Modelling			Area ha			Characteristics	
15	UNITS	**16**		Aff - rented	60%	% of Aff	2.88		3	Density	40	units/ha	Total	0.421		Sub Area	Stamford & South
	Affordable	30%	4.8	Shared Owne	15%		0.72		1	Net:Gross	95%		Gross	0.421	ha	Green Brov	Brown
				First Homes	25%	% of Aff	1.2		1				Net	0.400	ha	Use	PDL
							4.8		5								

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	11.2		Rounded	m2	m2	Circulation	3		Rounded	m2	1		Rounded	m2	1		Rounded	m2
Terrace	2	73	0.0%		0.00	0	0	70	0.0%	100%	3.00	3	210	100%	1.00	1	70	100%	1.00	1	70
Terrace	3	86	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%	30%	3.36	4	324	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	98	0.0%	40%	4.48	4	392	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	106	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%	30%	3.36	3	390	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%		0.00	0	0	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**11.20**	**11**	**1,106**			**100%**	**3.00**	**3**	**210**	**100%**	**1.00**	**1**	**70**	**100%**	**1.00**	**1**	**70**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	350	491,750
Terrace	3			1,405	1,405	0	0
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	324	461,700
Semi	3			1,425	1,425	392	558,600
Semi	4			1,425	1,425	0	0
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	390	657,540
Det	5			1,686	1,686	0	0
Flat to5	1			1,671	1,671	0	0
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						1,456	2,169,590

1,490 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	5	1.9	10
Terrace	3	0	2.4	0
Terrace	4	0	3	0
Semi	2	4	1.9	8
Semi	3	4	2.4	10
Semi	4	0	3	0
Det	3	0	2.4	0
Det	4	3	3	9
Det	5	0	3	0
Flat to5	1	0	1.5	0
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**36**

ha per 1,000	
0.0000	Allotments and Community Gardens
0.6000	Amenity Greenspace
0.0000	Cemeteries and Churchyards
2.0000	Natural and Semi-Natural Greenspace
1.6000	Outdoor Sports Facilities
0.5000	Parks and Gardens
0.1500	Provisions for Children
0.0000	0.0000
4.8500	**ha**

Open Space Required	0.173
Gross - Net	0.021
Shortfall / Surplus	-0.152

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		11	1,106	100.55	1,106	100.55
Aff - rented		3	210	70.00	210	70.00
Shared Ownership		1	70	70.00	70	70.00
First Homes		1	70	70.00	70	70.00
		16	**1,456**		**1,456**	

Brown 6								Rounded
16	UNITS	**6**		Aff - rented	60%	% of Aff	1.08	1
	Affordable	30%	1.8	Shared Owne	15%		0.27	0
				First Homes	25%	% of Aff	0.45	1
							1.8	2

Modelling			Area ha			Characteristics	
Density	40	units/ha	Total	0.158		Sub Area	Stamford & South
Net:Gross	95%		Gross	0.158	ha	Green Brov	Brown
			Net	0.150	ha	Use	PDL

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	4.2		Rounded	m2	m2	Circulation	1		Rounded	m2	0		Rounded	m2	1		Rounded	m2
Terrace	2	73	0.0%		0.00	0	0	70	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	3	86	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%		0.00	0	0	79	0.0%	100%	1.00	1	79	100%	0.00	0	0	100%	1.00	1	79
Semi	3	98	0.0%	100%	4.20	4	392	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	106	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%		0.00	0	0	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%		0.00	0	0	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**4.20**	**4**	**392**			**100%**	**1.00**	**1**	**79**	**100%**	**0.00**	**0**	**0**	**100%**	**1.00**	**1**	**79**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	0	0
Terrace	3			1,405	1,405	0	0
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	158	225,150
Semi	3			1,425	1,425	392	558,600
Semi	4			1,425	1,425	0	0
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	0	0
Det	5			1,686	1,686	0	0
Flat to5	1			1,671	1,671	0	0
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						550	783,750

1,425 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.9	0
Terrace	3	0	2.4	0
Terrace	4	0	3	0
Semi	2	2	1.9	4
Semi	3	4	2.4	10
Semi	4	0	3	0
Det	3	0	2.4	0
Det	4	0	3	0
Det	5	0	3	0
Flat to5	1	0	1.5	0
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**13**

ha per 1,000			
	Allotments and Community Gardens		
	Amenity Greenspace		
	Cemeteries and Churchyards		
	Natural and Semi-Natural Greenspace		
	Outdoor Sports Facilities		
	Parks and Gardens		
	Provisions for Children	Open Space Required	0.000
	0.0000	Gross - Net	0.008
0.0000	**ha**	Shortfall / Surplus	0.008

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		4	392	98.00	392	98.00
Aff - rented		1	79	79.00	79	79.00
Shared Ownership		0	0	79.00	0	79.00
First Homes		1	79	79.00	79	79.00
		6	**550**		**550**	

Brown 3								Rounded			Area ha		Characteristics	
17	UNITS	3		Aff - rented	60%	% of Aff	0.54	1	Modelling Density	40 units/ha	Total	0.079	Sub Area	Stamford & South
	Affordable	30%	0.9	Shared Owne	15%		0.14	0	Net:Gross	95%	Gross	0.079 ha	Green Brov	Brown
				First Homes	25%	% of Aff	0.225	0			Net	0.075 ha	Use	PDL
							0.9	1						

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	2.1		Rounded	m2	m2	Circulation	1		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	73	0.0%		0.00	0	0	70	0.0%	100%	1.00	1	70	100%	0.00	0	0	100%	0.00	0	0
Terrace	3	86	0.0%	100%	2.10	2	172	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	98	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	106	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%		0.00	0	0	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%		0.00	0	0	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**2.10**	**2**	**172**			**100%**	**1.00**	**1**	**70**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	70	98,350
Terrace	3			1,405	1,405	172	241,660
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	0	0
Semi	3			1,425	1,425	0	0
Semi	4			1,425	1,425	0	0
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	0	0
Det	5			1,686	1,686	0	0
Flat to5	1			1,671	1,671	0	0
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						242	340,010

1,405 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	1	1.9	2
Terrace	3	2	2.4	5
Terrace	4	0	3	0
Semi	2	0	1.9	0
Semi	3	0	2.4	0
Semi	4	0	3	0
Det	3	0	2.4	0
Det	4	0	3	0
Det	5	0	3	0
Flat to5	1	0	1.5	0
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**7**

ha per 1,000			
	Allotments and Community Gardens		
	Amenity Greenspace		
	Cemeteries and Churchyards		
	Natural and Semi-Natural Greenspace		
	Outdoor Sports Facilities		
	Parks and Gardens		
	Provisions for Children	Open Space Required	0.000
	0.0000	Gross - Net	0.004
0.0000	**ha**	Shortfall / Surplus	0.004

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		2	172	86.00	172	86.00
Aff - rented		1	70	70.00	70	70.00
Shared Ownership		0	0	70.00	0	70.00
First Homes		0	0	70.00	0	70.00
		3	242		242	

Flats 60

						Rounded
18	UNITS	**60**	Aff - rented	60% % of Aff	10.8	11
	Affordable	30%	18 Shared Owne	15%	2.70	1
			First Homes	25% % of Aff	4.5	5
					18	17

Modelling		
Density	80	units/ha
Net:Gross	95%	

Area ha		
Total	0.789	
Gross	0.789	ha
Net	0.750	ha

Characteristics	
Sub Area	Stamford & South
Green Brov	Brown
Use	PDL

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	42		Rounded	m2	m2	Circulation	11		Rounded	m2	1		Rounded	m2	5		Rounded	m2
Terrace	2	73	0.0%		0.00	0	0	70	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	3	86	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	98	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	106	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%		0.00	0	0	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%		0.00	0	0	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	30%	3.30	3	129		0.00	0	0		0.00	0	0
Flat to5	2	65	10.0%	50%	21.00	21	1,502	61	10.0%	50%	5.50	6	403	100%	1.00	1	67	100%	5.00	5	336
Flat to5	3	80	10.0%	50%	21.00	21	1,848	74	10.0%	20%	2.20	2	163		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**42.00**	**42**	**3,350**			**100%**	**11.00**	**11**	**694**	**100%**	**1.00**	**1**	**67**	**100%**	**5.00**	**5**	**336**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	0	0
Terrace	3			1,405	1,405	0	0
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	0	0
Semi	3			1,425	1,425	0	0
Semi	4			1,425	1,425	0	0
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	0	0
Det	5			1,686	1,686	0	0
Flat to5	1			1,671	1,671	129	215,058
Flat to5	2			1,671	1,671	2,307	3,854,496
Flat to5	3			1,671	1,671	2,011	3,360,047
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						4,446	7,429,600

1,671 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.9	0
Terrace	3	0	2.4	0
Terrace	4	0	3	0
Semi	2	0	1.9	0
Semi	3	0	2.4	0
Semi	4	0	3	0
Det	3	0	2.4	0
Det	4	0	3	0
Det	5	0	3	0
Flat to5	1	3	1.5	5
Flat to5	2	33	1.9	63
Flat to5	3	23	2.4	55
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**122**

ha per 1,000	
0.0000	Allotments and Community Gardens
0.6000	Amenity Greenspace
0.0000	Cemeteries and Churchyards
2.0000	Natural and Semi-Natural Greenspace
1.6000	Outdoor Sports Facilities
0.5000	Parks and Gardens
0.1500	Provisions for Children
0.0000	0.0000
4.8500	**ha**

Open Space Required	0.594
Gross - Net	0.039
Shortfall / Surplus	-0.554

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		42	3,350	79.75	3,045	72.50
Aff - rented		11	694	63.10	631	57.36
Shared Ownership		1	67	67.10	61	61.00
First Homes		5	336	67.10	305	61.00
		59	**4,446**		**4,042**	

Flats 12

								Rounded
19	UNITS	**12**		Aff - rented	60%	% of Aff	2.16	2
	Affordable	30%	3.6	Shared Owne	15%		0.54	1
				First Homes	25%	% of Aff	0.9	1
							3.6	4

Modelling			Area ha			Characteristics	
Density	70	units/ha	Total	0.180		Sub Area	Stamford & South
Net:Gross	95%		Gross	0.180	ha	Green Brov	Brown
			Net	0.171	ha	Use	PDL

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	8.4		Rounded	m2	m2	Circulation	2		Rounded	m2	1		Rounded	m2	1		Rounded	m2
Terrace	2	73	0.0%		0.00	0	0	70	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	3	86	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	98	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	106	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%		0.00	0	0	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%		0.00	0	0	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	30%	0.60	1	43		0.00	0	0		0.00	0	0
Flat to5	2	65	10.0%	50%	4.20	4	286	61	10.0%	50%	1.00	1	67	50%	0.50	1	67	50%	0.50	1	67
Flat to5	3	80	10.0%	50%	4.20	4	352	74	10.0%	20%	0.40	0	0	50%	0.50	0	0	50%	0.50	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**8.40**	**8**	**638**			**100%**	**2.00**	**2**	**110**	**100%**	**1.00**	**1**	**67**	**100%**	**1.00**	**1**	**67**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	0	0
Terrace	3			1,405	1,405	0	0
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	0	0
Semi	3			1,425	1,425	0	0
Semi	4			1,425	1,425	0	0
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	0	0
Det	5			1,686	1,686	0	0
Flat to5	1			1,671	1,671	43	71,686
Flat to5	2			1,671	1,671	487	814,278
Flat to5	3			1,671	1,671	352	588,192
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						882	1,474,156

1,671 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.9	0
Terrace	3	0	2.4	0
Terrace	4	0	3	0
Semi	2	0	1.9	0
Semi	3	0	2.4	0
Semi	4	0	3	0
Det	3	0	2.4	0
Det	4	0	3	0
Det	5	0	3	0
Flat to5	1	1	1.5	2
Flat to5	2	7	1.9	13
Flat to5	3	4	2.4	10
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**24**

ha per 1,000	
0.0000	Allotments and Community Gardens
0.6000	Amenity Greenspace
0.0000	Cemeteries and Churchyards
2.0000	Natural and Semi-Natural Greenspace
1.6000	Outdoor Sports Facilities
0.5000	Parks and Gardens
0.1500	Provisions for Children
0.0000	0.0000
4.8500	**ha**

Open Space Required	0.118
Gross - Net	0.009
Shortfall / Surplus	-0.109

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		8	638	79.75	580	72.50
Aff - rented		2	110	55.00	100	50.00
Shared Ownership		1	67	67.10	61	61.00
First Homes		1	67	67.10	61	61.00
		12	**882**		**802**	

Flats 6

20	UNITS	6		Aff - rented	60%	% of Aff
	Affordable	30%	1.8	Shared Owne	15%	
				First Homes	25%	% of Aff

	Rounded
1.08	1
0.27	0
0.45	1
1.8	2

Modelling			Area ha		
Density	70	units/ha	Total	0.090	
Net:Gross	95%		Gross	0.090	ha
			Net	0.086	ha

Characteristics	
Sub Area	Stamford & South
Green Brov	Brown
Use	PDL

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	4.2		Rounded	m2	m2	Circulation	1		Rounded	m2	0		Rounded	m2	1		Rounded	m2
Terrace	2	73	0.0%		0.00	0	0	70	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	3	86	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	98	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	106	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%		0.00	0	0	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%		0.00	0	0	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	2	65	10.0%	50%	2.10	2	143	61	10.0%	100%	1.00	1	67	100%	0.00	0	0	100%	1.00	1	67
Flat to5	3	80	10.0%	50%	2.10	2	176	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**4.20**	**4**	**319**			**100%**	**1.00**	**1**	**67**	**100%**	**0.00**	**0**	**0**	**100%**	**1.00**	**1**	**67**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	0	0
Terrace	3			1,405	1,405	0	0
Terrace	4			1,405	1,405	0	0
Semi	2			1,425	1,425	0	0
Semi	3			1,425	1,425	0	0
Semi	4			1,425	1,425	0	0
Det	3			1,686	1,686	0	0
Det	4			1,686	1,686	0	0
Det	5			1,686	1,686	0	0
Flat to5	1			1,671	1,671	0	0
Flat to5	2			1,671	1,671	277	463,201
Flat to5	3			1,671	1,671	176	294,096
Flat 6+	1			1,970	1,970	0	0
Flat 6+	2			1,970	1,970	0	0
Flat 6+	3			1,970	1,970	0	0
						453	757,297

1,671 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.9	0
Terrace	3	0	2.4	0
Terrace	4	0	3	0
Semi	2	0	1.9	0
Semi	3	0	2.4	0
Semi	4	0	3	0
Det	3	0	2.4	0
Det	4	0	3	0
Det	5	0	3	0
Flat to5	1	0	1.5	0
Flat to5	2	4	1.9	8
Flat to5	3	2	2.4	5
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**12**

ha per 1,000	
	Allotments and Community Gardens
	Amenity Greenspace
	Cemeteries and Churchyards
	Natural and Semi-Natural Greenspace
	Outdoor Sports Facilities
	Parks and Gardens
	Provisions for Children
	0.0000
0.0000	**ha**

Open Space Required	0.000
Gross - Net	0.005
Shortfall / Surplus	0.005

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		4	319	79.75	290	72.50
Aff - rented		1	67	67.10	61	61.00
Shared Ownership		0	0	67.10	0	61.00
First Homes		1	67	67.10	61	61.00
		6	**453**		**412**	

Stamford North								Rounded	Modelling			Area ha			Characteristics	
28	UNITS	**1350**		Aff - rented	60%	% of Aff	243	243	Density	35	units/ha	Total	53.030		Sub Area	Stamford
	Affordable	30%	405	Shared Owne	15%		60.75	61	Net:Gross	60%		Gross	64.286	ha	Green Brov	Green
				First Homes	25%	% of Aff	101.25	101				Net	38.571	ha	Use	Agricultural
							405	405								

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	945		Rounded	m2	m2	Circulation	243		Rounded	m2	61		Rounded	m2	101		Rounded	m2
Terrace	2	73	0.0%	15%	141.75	142	10,366	70	0.0%	24%	58.32	60	4,200	15%	9.15	10	700	15%	15.15	16	1,120
Terrace	3	86	0.0%	25%	236.25	236	20,296	84	0.0%	10%	24.30	24	2,016	25%	15.25	15	1,260	25%	25.25	25	2,100
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%	15%	141.75	142	11,502	79	0.0%	24%	58.32	58	4,582	15%	9.15	9	711	15%	15.15	15	1,185
Semi	3	98	0.0%	25%	236.25	236	23,128	93	0.0%	10%	24.30	24	2,232	25%	15.25	15	1,395	25%	25.25	25	2,325
Semi	4	106	0.0%	3%	28.35	28	2,968	106	0.0%	1%	2.43	2	212	3%	1.83	2	212	3%	3.03	3	318
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	130	0.0%	10%	94.50	95	12,350	115	0.0%		0.00	0	0	10%	6.10	6	690	10%	10.10	10	1,150
Det	5	140	0.0%	3%	28.35	28	3,920	119	0.0%	1%	2.43	2	238	3%	1.83	2	238	3%	3.03	3	357
Flat to5	1	40	10.0%	4%	37.80	38	1,672	39	10.0%	30%	72.90	73	3,132	4%	2.44	2	86	4%	4.04	4	172
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**945.00**	**945**	**86,202**			**100%**	**243.00**	**243**	**16,612**	**100%**	**61.00**	**61**	**5,292**	**100%**	**101.00**	**101**	**8,727**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2		1,246		1,246	16,386	20,416,956
Terrace	3		1,246		1,246	25,672	31,987,312
Terrace	4		1,246		1,246	0	0
Semi	2		1,286		1,286	17,980	23,122,280
Semi	3		1,286		1,286	29,080	37,396,880
Semi	4		1,286		1,286	3,710	4,771,060
Det	3		1,465		1,465	0	0
Det	4		1,465		1,465	14,190	20,788,350
Det	5		1,465		1,465	4,753	6,963,145
Flat to5	1		1,472		1,472	5,061	7,449,939
Flat to5	2		1,472		1,472	0	0
Flat to5	3		1,472		1,472	0	0
Flat 6+	1		1,701		1,701	0	0
Flat 6+	2		1,701		1,701	0	0
Flat 6+	3		1,701		1,701	0	0
						116,832	152,895,922

1,309 **£/m2**

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	228	1.9	433
Terrace	3	300	2.4	720
Terrace	4	0	3	0
Semi	2	224	1.9	426
Semi	3	300	2.4	720
Semi	4	35	3	105
Det	3	0	2.4	0
Det	4	111	3	333
Det	5	35	3	105
Flat to5	1	117	1.5	176
Flat to5	2	0	1.9	0
Flat to5	3	0	2.4	0
Flat 6+	1	0	1.5	0
Flat 6+	2	0	1.9	0
Flat 6+	3	0	2.4	0
			Residents	**3,017**

ha per 1,000			
0.0000	Allotments and Community Gardens		
0.6000	Amenity Greenspace		
0.0000	Cemeteries and Churchyards		
2.0000	Natural and Semi-Natural Greenspace		
1.6000	Outdoor Sports Facilities		
0.5000	Parks and Gardens		
0.1500	Provisions for Children	Open Space Required	14.634
0.0000	0.0000	Gross - Net	25.714
4.8500	**ha**	Shortfall / Surplus	11.080

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		945	86,202	91.22	86,050	91.06
Aff - rented		243	16,612	68.36	16,327	67.19
Shared Ownership		61	5,292	86.75	5,284	86.62
First Homes		101	8,727	86.40	8,711	86.25
		1,350	**116,832**		**116,372**	

FOR APPRAISALS

SITE		Site 1 Large Green 450	Site 2 Green 150	Site 3 Green 60	Site 4 Green 25	Site 5 Green 16	Site 6 Green 9	Site 7 Green 6	Site 8 Green 3	Site 9 Green 9 LD	Site 10 Green 6 LD	Site 11 Green 3 LD	Site 15 Brown 16	Site 16 Brown 6	Site 17 Brown 3	Site 18 Flats 60	Site 19 Flats 12	Site 20 Flats 6	Site 28 Stamford North
Sub Area		Stamford & South	Stamford & South	Stamford & South	Stamford & South	Stamford & South	Stamford & South	Stamford & South	Stamford & South	Stamford & South	Stamford & South	Stamford & South	Stamford & South	Stamford & South	Stamford & South	Stamford & South	Stamford & South	Stamford & South	Stamford
Green Brown		Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Green
Use		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	PDL	PDL	PDL	PDL	PDL	PDL	Agricultural
AREA																			
Total	ha	25.000	8.333	2.648	1.112	0.699	0.316	0.211	0.105	0.474	0.316	0.158	0.421	0.158	0.079	0.789	0.180	0.090	53.030
Gross	ha	25.000	8.333	2.500	0.877	0.561	0.316	0.211	0.105	0.474	0.316	0.158	0.421	0.158	0.079	0.789	0.180	0.090	64.286
Net	ha	15.000	5.000	2.000	0.833	0.533	0.300	0.200	0.100	0.450	0.300	0.150	0.400	0.150	0.075	0.750	0.171	0.086	38.571
UNITS																			
Units		450	150	60	25	16	9	6	3	9	6	3	16	6	3	60	12	6	1350
UNIT SIZE																			
Market Housing	m2	91.17	91.35	90.52	95.94	90.00	104.67	116.50	130.00	135.00	135.00	130.00	100.55	98.00	86.00	79.75	79.75	79.75	91.22
Aff to rent	m2	68.79	68.08	68.43	73.78	63.97	70.00	70.00	70.00	70.00	70.00	70.00	70.00	79.00	70.00	63.10	55.00	67.10	68.36
Shared Ownership	m2	89.35	88.29	88.50	70.00	70.00	70.00	70.00	70.00	70.00	70.00	70.00	70.00	79.00	70.00	67.10	67.10	67.10	86.75
First Homes	m2	86.79	85.82	88.20	88.50	70.00	70.00	70.00	70.00	70.00	70.00	70.00	70.00	79.00	70.00	67.10	67.10	67.10	86.40
BASE CONSTRUCTION																			
BCIS	£/m2	1,309	1,469	1,467	1,469	1,449	1,504	1,537	1,626	1,628	1,628	1,626	1,490	1,425	1,405	1,671	1,671	1,671	1,309
Site Costs	%	15%	15%	15%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	5%	5%	5%	15%
Abnormals	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	0.0%
	£	557,000	188,000	71,000	36,000	16,600	19,400	17,600	15,800	47,400	31,600	15,800	30,600	3,600	1,800	36,000	7,200	3,600	1,671,000
Contingency	%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%
Small Sites	%																		
FEES																			
Professional		8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	9%	9%	9%	9%	9%	9%	8%
Planning <50	£/unit	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462
Planning >50	£/unit	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138
SALES																			
Agents	%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
Legal	%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%
	£/unit		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	%		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
ACQUISITION																			
Agents	%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
Legal	%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%
DEVELOPER'S RETURN																			
Market Housing	% Value	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Affordable Housing	% Value	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
First Homes	% Value	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
FINANCE																			
Fees	0.0%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest		7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%
Legal and Valuation		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
LAND																			
EUV		25,000	25,000	25,000	25,000	25,000	50,000	50,000	50,000	50,000	50,000	50,000	400,000	400,000	400,000	400,000	400,000	400,000	25,000
Premium	% EUV	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	20%	20%	20%	20%	20%	20%	0%
Premium	£/ha	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	0	0	0	0	0	0	225,000
Easements etc	£																		
VALUES																			
Market Housing	£/m2	4,300	4,300	4,300	4,300	4,300	4,300	4,300	4,300	4,300	4,300	4,300	4,300	4,300	4,300	4,300	4,300	4,300	4,300
Aff Rent	£/m2	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700
Social Rent	£/m2	1,310	1,310	1,310	1,310	1,310	1,310	1,310	1,310	1,310	1,310	1,310	1,310	1,310	1,310	1,310	1,310	1,310	1,310
Shared Ownership	£/m2	3,010	3,010	3,010	3,010	3,010	3,010	3,010	3,010	3,010	3,010	3,010	3,010	3,010	3,010	3,010	3,010	3,010	3,010
First Homes	£/m2	2,752	2,804	2,718	2,825	3,010	3,010	3,010	0	3,010	3,010	0	3,010	3,010	0	3,010	3,010	3,010	2,745
GRANT																			
Intermediate to Buy	£/unit		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	£/unit		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	£/unit		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POLICY REQUIREMENTS																			
Biodiversity NG	%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%	0.70%	0.70%	0.70%	0.70%	0.70%	0.70%	0.10%
	£/ha		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CO2 Plus	%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
	£/m2		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Acc & Adpt	%		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	£/m2	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85
Water	£/m2	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10
Over Extra 1	%		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	£/m2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Over Extra 2	%		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	£/m2		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CIL	£/m2	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Pre CIL s106	£/unit	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	20,000
Post CIL s106	£/unit	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	20,000
Inf Tariff	% GDV		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Affordable Housing																			
Overall		30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
Aff Rent	60.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%
Social Rent		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Shared Ownership	15.0%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%
First Homes	25.0%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20	Site 28
			Large Green 450	Green 150	Green 60	Green 25	Green 16	Green 9	Green 6	Green 3	Green 9 LD	Green 6 LD	Green 3 LD	Brown 16	Brown 6	Brown 3	Flats 60	Flats 12	Flats 6	Stamford North
			Stamford & South	mford & South	mford & South	mford & South	mford & South	mford & South	mford & South	tamford & South	mford & South	mford & South	mford & South	mford & South	mford & South	mford & South	mford & South	mford & South	mford & South	Stamford
	Green/brown field		Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Green
	Use		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	PDL	PDL	PDL	PDL	PDL	PDL	Agricultural
Site Area	Gross	ha	25.000	8.333	2.500	0.877	0.561	0.316	0.211	0.105	0.474	0.316	0.158	0.421	0.158	0.079	0.789	0.180	0.090	64.286
	Net	ha	15.000	5.000	2.000	0.833	0.533	0.300	0.200	0.100	0.450	0.300	0.150	0.400	0.150	0.075	0.750	0.171	0.086	38.571
Units			450	150	60	25	16	9	6	3	9	6	3	16	6	3	60	12	6	1,350
Mix	Market Housing		70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%
	Affordable Overall		30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
	Affordable Rent		18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%
	Social Rent		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	Shared Ownership		4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%
	First Homes		7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%
Existing Use Value		£/ha	25,000	25,000	25,000	25,000	25,000	50,000	50,000	50,000	50,000	50,000	50,000	400,000	400,000	400,000	400,000	400,000	400,000	25,000
		£ site	625,000	208,333	66,211	27,805	17,468	15,789	10,526	5,263	23,684	15,789	7,895	168,421	63,158	31,579	315,789	72,180	36,090	1,325,750
Uplift		£/ha	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	80,000	80,000	80,000	80,000	80,000	80,000	225,000
		£ site	8,750,000	2,916,667	926,956	389,273	244,551	110,526	73,684	36,842	165,789	110,526	55,263	33,684	12,632	6,316	63,158	14,436	7,218	11,931,750
Benchmark Land Value		£/ha	375,000	375,000	375,000	375,000	375,000	400,000	400,000	400,000	400,000	400,000	400,000	480,000	480,000	480,000	480,000	480,000	480,000	250,000
		£ site	9,375,000	3,125,000	993,167	417,078	262,019	126,316	84,211	42,105	189,474	126,316	63,158	202,105	75,789	37,895	378,947	86,617	43,308	13,257,500
Residual	Gross	£/ha	1,095,811	851,478	1,083,519	1,308,366	1,324,037	1,765,144	1,879,072	1,472,030	1,182,715	1,208,206	981,353	1,903,905	2,194,851	1,610,870	970,244	933,993	810,103	1,332,930
	Net	£/ha	1,826,352	1,419,130	1,434,821	1,746,211	1,734,617	1,858,046	1,977,971	1,549,505	1,244,963	1,271,796	1,033,003	2,004,110	2,310,370	1,695,653	1,021,310	983,151	852,740	1,832,581
		£ site	27,395,281	7,095,651	2,869,641	1,455,176	925,129	557,414	395,594	154,950	560,233	381,539	154,950	801,644	346,555	127,174	765,982	168,540	73,092	70,685,263

Stamford App
Site 1

Site 1	Large Green 450

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				450	£/m2	£	m2
	Gross	Net					
Market Housing	91.2	91.01	70.00%	315	4,300	123,272,400	28,720
Affordable Overall			30%	135			
Affordable Rent	68.8	67.63	18.00%	81	1,700	9,312,600	5,572
Social Rent	68.8	67.63	0.00%	0	1,310	0	0
Shared Ownership	89.4	89.35	4.50%	20	3,010	5,446,106	1,809
First Homes	86.8	86.68	7.50%	34	2,752	8,050,209	2,929
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	15.000	ha	30	/ha		**146,081,315**	**39,030**
SITE AREA - Gross	25.000	ha	18	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		27,395,281	1,826,352	1,095,811
Existing Use Value		625,000		25,000
Uplift	0%	0		0
Plus /ha	350,000	8,750,000		350,000
Benchmark Land Value		**9,375,000**		**375,000**
			£/m2	
Additional Profit		**-5,578,811**	**-194**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 33,169,533

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				27,395,281	
	Stamp Duty			1,359,264		
	Easements etc.			0		
	Legals /Acquisition		1.50%	410,929	1,770,193	
Fees						
	Planning			78,300		
	Professional		8.00%	5,474,727	5,553,027	
CONSTRUCTION						
	Build Cost		1,607	62,716,274		
	s106 / CIL / IT			2,025,000		
	Contingency		5.00%	3,135,814		
	Abnormals	%	0.00%	0		
		£		557,000	68,434,088	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	4,382,439		
	Legals	%	0.5%	730,407		
		£/unit	0	450		
	Misc.	%	0.0%	0	5,113,296	**108,265,885**

Developers Profit				
	Market Housing	% Value	20.00%	**24,654,480**
	Affordable Housing	% Value	6.00%	**885,522**
	First Homes	% Value	20.00%	**1,610,042**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	450		
No dwgs under 50	50	462	23,100
No dwgs over 50	400	138	55,200
		Total	78,300

Stamp duty calc - Residual		
Land payment		27,395,281
	Total	1,359,264

Stamp duty calc - Residual		
Land payment		9,375,000
	Total	458,250

Pre CIL s106	4,500	£/ Unit (all)	
		Total	**2,025,000**

Post CIL s106	4,500	£/ Unit (all)	2,025,000
CIL	0	£/m2	0
		Total	**2,025,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,308.59
CO2 Plus	%	6.00%	78.52
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,396.06
Site Costs	Base	15.00%	209.41
	BNG	0.10%	1.40
			1,606.87

RESIDUAL CASH FLOW FOR INTEREST

		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12
INCOME													
UNITS Started		25	50	50	50	50	50	50	50	50	25		
Market Housing			6,848,467	13,696,933	13,696,933	13,696,933	13,696,933	13,696,933	13,696,933	13,696,933	13,696,933	6,848,467	0
Affordable Rent			517,367	1,034,733	1,034,733	1,034,733	1,034,733	1,034,733	1,034,733	1,034,733	1,034,733	517,367	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			302,561	605,123	605,123	605,123	605,123	605,123	605,123	605,123	605,123	302,561	0
First Homes			447,234	894,468	894,468	894,468	894,468	894,468	894,468	894,468	894,468	447,234	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**8,115,629**	**16,231,257**	**16,231,257**	**16,231,257**	**16,231,257**	**16,231,257**	**16,231,257**	**16,231,257**	**16,231,257**	**8,115,629**	**0**
EXPENDITURE													
Stamp Duty		1,359,264											
Easements etc.		0											
Legals Acquisition		410,929											
Planning Fee		78,300											
Professional		5,474,727											
Build Cost - BCIS Base			3,484,237	6,968,475	6,968,475	6,968,475	6,968,475	6,968,475	6,968,475	6,968,475	6,968,475	3,484,237	0
s106/CIL/Tariff			112,500	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	112,500	0
Contingency			174,212	348,424	348,424	348,424	348,424	348,424	348,424	348,424	348,424	174,212	0
Abnormals			30,944	61,889	61,889	61,889	61,889	61,889	61,889	61,889	61,889	30,944	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	243,469	486,938	486,938	486,938	486,938	486,938	486,938	486,938	486,938	243,469	0
Legals		0	40,578	81,156	81,156	81,156	81,156	81,156	81,156	81,156	81,156	40,578	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**7,323,220**	**4,085,941**	**8,171,882**	**8,171,882**	**8,171,882**	**8,171,882**	**8,171,882**	**8,171,882**	**8,171,882**	**8,171,882**	**4,085,941**	**0**
For Residual Valuation	Land	**27,395,281**											
	Interest		2,603,888	2,496,953	2,079,771	1,631,300	1,149,195	630,931	73,798	0	0	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-34,718,501	1,425,800	5,562,423	5,979,605	6,428,075	6,910,181	7,428,444	7,985,578	8,059,376	8,059,376	4,029,688	0
	Opening Balance	0											
	Closing Balance	-34,718,501	-33,292,701	-27,730,278	-21,750,673	-15,322,598	-8,412,417	-983,973	7,001,605	15,060,981	23,120,356	27,150,044	27,150,044

		Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME													
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty													
Easements etc.													
Legals Acquisition													
Planning Fee													
Professional													
Build Cost - BCIS Base		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													24,654,480
Affordable for Rent													885,522
First Homes													1,610,042
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-27,150,044
	Opening Balance												
	Closing Balance	27,150,044	27,150,044	27,150,044	27,150,044	27,150,044	27,150,044	27,150,044	27,150,044	27,150,044	27,150,044	27,150,044	0

Stamford App
Site 2

Site 2	Green 150

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				150	£/m2	£	m2
	Gross	Net					
Market Housing	91.4	91.20	70.00%	105	4,300	41,176,800	9,592
Affordable Overall			30%	45			
Affordable Rent	68.1	66.93	18.00%	27	1,700	3,071,900	1,838
Social Rent	68.1	66.93	0.00%	0	1,310	0	0
Shared Ownership	88.3	88.29	4.50%	7	3,010	1,793,745	596
First Homes	85.8	85.82	7.50%	11	2,804	2,707,139	965
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	5.000	ha	30	/ha		**48,749,584**	**12,992**
SITE AREA - Gross	8.333	ha	18	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		7,095,651	1,419,130	851,478
Existing Use Value		208,333		25,000
Uplift	0%	0		0
Plus /ha	350,000	2,916,667		350,000
Benchmark Land Value		**3,125,000**		**375,000**
			£/m2	
Additional Profit		-5,153,072	-537	

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 11,113,765

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				7,095,651	
	Stamp Duty			344,283		
	Easements etc.			0		
	Legals /Acquisition		1.50%	106,435	450,717	
Fees						
	Planning			36,900		
	Professional		8.00%	2,036,535	2,073,435	
CONSTRUCTION						
	Build Cost		1,803	23,422,562		
	s106 / CIL / IT			675,000		
	Contingency		5.00%	1,171,128		
	Abnormals	%	0.00%	0		
		£		188,000	25,456,691	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	1,462,488		
	Legals	%	0.5%	243,748		
		£/unit	0	0		
	Misc.	%	0.0%	0	1,706,235	**36,782,730**

Developers Profit				
	Market Housing	% Value	20.00%	**8,235,360**
	Affordable Housing	% Value	6.00%	**291,939**
	First Homes	% Value	20.00%	**541,428**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	150		
No dwgs under 50	50	462	23,100
No dwgs over 50	100	138	13,800
		Total	36,900

Stamp duty calc - Residual		
Land payment		7,095,651
	Total	344,283

Stamp duty calc - Residual		
Land payment		3,125,000
	Total	145,750

Pre CIL s106	4,500	£/ Unit (all)	
		Total	**675,000**

Post CIL s106	4,500	£/ Unit (all)	675,000
CIL	0	£/m2	0
		Total	**675,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,469.26
CO2 Plus	%	6.00%	88.16
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,566.38
Site Costs	Base	15.00%	234.96
	BNG	0.10%	1.57
			1,802.90

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started			12	13	12	13	12	13	12	13	12	13
Market Housing				0	0	0	3,294,144	3,568,656	3,294,144	3,568,656	3,294,144	3,568,656
Affordable Rent				0	0	0	245,752	266,231	245,752	266,231	245,752	266,231
Social Rent				0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	143,500	155,458	143,500	155,458	143,500	155,458
First Homes				0	0	0	216,571	234,619	216,571	234,619	216,571	234,619
Grant and Subsidy				0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**3,899,967**	**4,224,964**	**3,899,967**	**4,224,964**	**3,899,967**	**4,224,964**
EXPENDITURE												
Stamp Duty	344,283											
Easements etc.	0											
Legals Acquisition	106,435											
Planning Fee	36,900											
Professional	1,018,268		1,018,268									
Build Cost - BCIS Base		0	624,602	1,301,253	1,925,855	1,977,905	1,925,855	1,977,905	1,925,855	1,977,905	1,925,855	1,977,905
s106/CIL/Tariff		0	18,000	37,500	55,500	57,000	55,500	57,000	55,500	57,000	55,500	57,000
Contingency		0	31,230	65,063	96,293	98,895	96,293	98,895	96,293	98,895	96,293	98,895
Abnormals		0	5,013	10,444	15,458	15,876	15,458	15,876	15,458	15,876	15,458	15,876
Finance Fees	0											
Legal and Valuation	0											
Agents	0	0	0	0	0	0	116,999	126,749	116,999	126,749	116,999	126,749
Legals	0	0	0	0	0	0	19,500	21,125	19,500	21,125	19,500	21,125
Misc.			0									
COSTS BEFORE LAND INT AND PROFIT	**1,505,885**	**0**	**1,697,113**	**1,414,261**	**2,093,106**	**2,149,676**	**2,229,604**	**2,297,550**	**2,229,604**	**2,297,550**	**2,229,604**	**2,297,550**
For Residual Valuation Land	**7,095,651**											
Interest		161,279	164,303	199,204	229,457	273,005	318,430	293,081	262,438	236,039	204,326	176,838
Developers Return												
Market Housing												
Affordable for Rent												
First Homes												
Cash Flow	-8,601,536	-161,279	-1,861,415	-1,613,465	-2,322,562	-2,422,681	1,351,932	1,634,333	1,407,925	1,691,375	1,466,036	1,750,577
Opening Balance	0											
Closing Balance	-8,601,536	-8,762,815	-10,624,231	-12,237,695	-14,560,258	-16,982,939	-15,631,007	-13,996,674	-12,588,749	-10,897,374	-9,431,338	-7,680,762

	Year 4				Year 5				Year 6			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started	12	13										
Market Housing	3,294,144	3,568,656	3,294,144	3,568,656	3,294,144	3,568,656	0	0	0	0	0	0
Affordable Rent	245,752	266,231	245,752	266,231	245,752	266,231	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	143,500	155,458	143,500	155,458	143,500	155,458	0	0	0	0	0	0
First Homes	216,571	234,619	216,571	234,619	216,571	234,619	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**3,899,967**	**4,224,964**	**3,899,967**	**4,224,964**	**3,899,967**	**4,224,964**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE												
Stamp Duty												
Easements etc.												
Legals Acquisition												
Planning Fee												
Professional												
Build Cost - BCIS Base	1,925,855	1,977,905	1,301,253	676,652	0	0	0	0	0	0	0	0
s106/CIL/Tariff	55,500	57,000	37,500	19,500	0	0	0	0	0	0	0	0
Contingency	96,293	98,895	65,063	33,833	0	0	0	0	0	0	0	0
Abnormals	15,458	15,876	10,444	5,431	0	0	0	0	0	0	0	0
Finance Fees												
Legal and Valuation												
Agents	116,999	126,749	116,999	126,749	116,999	126,749	0	0	0	0	0	0
Legals	19,500	21,125	19,500	21,125	19,500	21,125	0	0	0	0	0	0
Misc.												
COSTS BEFORE LAND INT AND PROFIT	**2,229,604**	**2,297,550**	**1,550,759**	**883,289**	**136,499**	**147,874**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land												
Interest	144,014	115,395	81,420	38,899	0	0	0	0	0	0	0	0
Developers Return												
Market Housing												8,235,360
Affordable for Rent												291,939
First Homes												541,428
Cash Flow	1,526,348	1,812,019	2,267,787	3,302,776	3,763,468	4,077,090	0	0	0	0	0	-9,068,726
Opening Balance												
Closing Balance	-6,154,414	-4,342,395	-2,074,607	1,228,168	4,991,636	9,068,726	9,068,726	9,068,726	9,068,726	9,068,726	9,068,726	0

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Stamford App
Site 3

Site 3 **Green 60**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				60	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	90.5	90.33	70.00%	42	4,300	16,314,200	3,802
Affordable Overall			30%	18			
Affordable Rent	68.4	67.36	18.00%	11	1,700	1,236,796	739
Social Rent	68.4	67.36	0.00%	0	1,310	0	0
Shared Ownership	88.5	88.50	4.50%	3	3,010	719,240	239
First Homes	88.2	88.20	7.50%	5	2,718	1,078,641	397
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	2.000	ha	30	/ha		**19,348,877**	**5,177**
SITE AREA - Gross	2.648	ha	23	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		2,869,641	1,434,821	1,083,519
Existing Use Value		66,211		25,000
Uplift	0%	0		0
Plus /ha	350,000	926,956		350,000
Benchmark Land Value		993,167		375,000

		£/m2
Additional Profit	-1,731,664	-455

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 4,310,910

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				2,869,641	
	Stamp Duty			132,982		
	Easements etc.			0		
	Legals /Acquisition		1.50%	43,045	176,027	
Fees						
	Planning			24,480		
	Professional		8.00%	810,084	834,564	
CONSTRUCTION						
	Build Cost		1,800	9,319,098		
	s106 / CIL / IT			270,000		
	Contingency		5.00%	465,955		
	Abnormals	%	0.00%	0		
		£		71,000	10,126,053	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	580,466		
	Legals	%	0.5%	96,744		
		£/unit	0	0		
	Misc.	%	0.0%	0	677,211	**14,683,496**

Developers Profit				
	Market Housing	% Value	20.00%	**3,262,840**
	Affordable Housing	% Value	6.00%	**117,362**
	First Homes	% Value	20.00%	**215,728**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	60		
No dwgs under 50	50	462	23,100
No dwgs over 50	10	138	1,380
		Total	24,480

Stamp duty calc - Residual		
Land payment		2,869,641
	Total	132,982

Stamp duty calc - Residual		
Land payment		993,167
	Total	39,158

Pre CIL s106	4,500	£/ Unit (all)	
		Total	**270,000**

Post CIL s106	4,500	£/ Unit (all)	270,000
CIL	0	£/m2	0
		Total	**270,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,467.00
CO2 Plus	%	6.00%	88.02
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,563.98
Site Costs	Base	15.00%	234.60
	BNG	0.10%	1.56
			1,800.14

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				**Year 2**				**Year 3**			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				10	10	10	10	10	10				
Market Housing					0	0	0	2,719,033	2,719,033	2,719,033	2,719,033	2,719,033	2,719,033
Affordable Rent					0	0	0	206,133	206,133	206,133	206,133	206,133	206,133
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	119,873	119,873	119,873	119,873	119,873	119,873
First Homes					0	0	0	179,774	179,774	179,774	179,774	179,774	179,774
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**3,224,813**	**3,224,813**	**3,224,813**	**3,224,813**	**3,224,813**	**3,224,813**
EXPENDITURE													
Stamp Duty		132,982											
Easements etc.		0											
Legals Acquisition		43,045											
Planning Fee		24,480											
Professional		405,042		405,042									
Build Cost - BCIS Base			0	517,728	1,035,455	1,553,183	1,553,183	1,553,183	1,553,183	1,035,455	517,728	0	0
s106/CIL/Tariff			0	15,000	30,000	45,000	45,000	45,000	45,000	30,000	15,000	0	0
Contingency			0	25,886	51,773	77,659	77,659	77,659	77,659	51,773	25,886	0	0
Abnormals			0	3,944	7,889	11,833	11,833	11,833	11,833	7,889	3,944	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	96,744	96,744	96,744	96,744	96,744	96,744
Legals		0	0	0	0	0	0	16,124	16,124	16,124	16,124	16,124	16,124
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**605,549**	**0**	**967,601**	**1,125,117**	**1,687,675**	**1,687,675**	**1,800,544**	**1,800,544**	**1,237,985**	**675,427**	**112,868**	**112,868**
For Residual Valuation	Land	**2,869,641**											
	Interest		65,160	66,382	85,769	108,473	142,151	176,460	153,063	129,228	94,398	48,367	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-3,475,190	-65,160	-1,033,982	-1,210,886	-1,796,148	-1,829,826	1,247,809	1,271,205	1,857,599	2,454,988	3,063,577	3,111,944
	Opening Balance	0											
	Closing Balance	-3,475,190	-3,540,350	-4,574,332	-5,785,218	-7,581,366	-9,411,192	-8,163,383	-6,892,178	-5,034,579	-2,579,591	483,986	3,595,930

		Year 4				**Year 5**				**Year 6**			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty													
Easements etc.													
Legals Acquisition													
Planning Fee													
Professional													
Build Cost - BCIS Base		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													3,262,840
Affordable for Rent													117,362
First Homes													215,728
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-3,595,930
	Opening Balance												
	Closing Balance	3,595,930	3,595,930	3,595,930	3,595,930	3,595,930	3,595,930	3,595,930	3,595,930	3,595,930	3,595,930	3,595,930	0

Stamford App
Site 4

Site 4	Green 25

INCOME	Av Size	m2		%	Number	Price	GDV	GIA
					25	£/m2	£	m2
	Gross		Net					
Market Housing	95.9		95.94	70.00%	18	4,300	7,219,574	1,679
Affordable Overall				30%	7.5			
Affordable Rent	73.8		73.00	18.00%	5	1,700	558,450	332
Social Rent	73.8		73.00	0.00%	0	1,310	0	0
Shared Ownership	70.0		70.00	4.50%	1	3,010	237,038	79
First Homes	88.5		88.50	7.50%	2	2,825	468,750	166
Grant and Subsidy	Affordable Rent					0	0	
	Social Rent					0	0	
	Shared Ownership					0	0	
SITE AREA - Net	0.833	ha		30	/ha		8,483,811	2,256
SITE AREA - Gross	1.112	ha		22	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		1,455,176	1,746,211	1,308,366
Existing Use Value		27,805		25,000
Uplift	0%	0		0
Plus /ha	350,000	389,273		350,000
Benchmark Land Value		417,078		375,000

		£/m2
Additional Profit	-523,537	-312

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 1,883,950

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				1,455,176	
	Stamp Duty			62,259		
	Easements etc.			0		
	Legals /Acquisition		1.50%	21,828	84,086	
Fees						
	Planning			11,550		
	Professional		8.00%	338,602	350,152	
CONSTRUCTION						
	Build Cost		1,724	3,889,547		
	s106 / CIL / IT			112,500		
	Contingency		5.00%	194,477		
	Abnormals	%	0.00%	0		
		£		36,000	4,232,524	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	254,514		
	Legals	%	0.5%	42,419		
		£/unit	0	0		
	Misc.	%	0.0%	0	296,933	**6,418,872**

Developers Profit				
	Market Housing	% Value	20.00%	**1,443,915**
	Affordable Housing	% Value	6.00%	**47,729**
	First Homes	% Value	20.00%	**93,750**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	25		
No dwgs under 50	25	462	11,550
No dwgs over 50	0	138	0
		Total	11,550

Stamp duty calc - Residual		
Land payment		1,455,176
	Total	62,259

Stamp duty calc - Residual		
Land payment		417,078
	Total	10,354

Pre CIL s106	4,500	£/ Unit (all)	
		Total	**112,500**

Post CIL s106	4,500	£/ Unit (all)	112,500
CIL	0	£/m2	0
		Total	**112,500**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,469.06
CO2 Plus	%	6.00%	88.14
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,566.16
Site Costs	Base	10.00%	156.62
	BNG	0.10%	1.57
			1,724.34

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started			5	5	5	5	5					
Market Housing				0	0	0	1,443,915	1,443,915	1,443,915	1,443,915	1,443,915	0
Affordable Rent				0	0	0	111,690	111,690	111,690	111,690	111,690	0
Social Rent				0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	47,408	47,408	47,408	47,408	47,408	0
First Homes				0	0	0	93,750	93,750	93,750	93,750	93,750	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,696,762**	**1,696,762**	**1,696,762**	**1,696,762**	**1,696,762**	**0**
EXPENDITURE												
Stamp Duty	62,259											
Easements etc.	0											
Legals Acquisition	21,828											
Planning Fee	11,550											
Professional	169,301		169,301									
Build Cost - BCIS Base		0	259,303	518,606	777,909	777,909	777,909	518,606	259,303	0	0	0
s106/CIL/Tariff		0	7,500	15,000	22,500	22,500	22,500	15,000	7,500	0	0	0
Contingency		0	12,965	25,930	38,895	38,895	38,895	25,930	12,965	0	0	0
Abnormals		0	2,400	4,800	7,200	7,200	7,200	4,800	2,400	0	0	0
Finance Fees	0											
Legal and Valuation	0											
Agents	0	0	0	0	0	0	50,903	50,903	50,903	50,903	50,903	0
Legals	0	0	0	0	0	0	8,484	8,484	8,484	8,484	8,484	0
Misc.			0									
COSTS BEFORE LAND INT AND PROFIT	**264,937**	**0**	**451,469**	**564,337**	**846,505**	**846,505**	**905,891**	**623,723**	**341,555**	**59,387**	**59,387**	**0**
For Residual Valuation Land	**1,455,176**											
Interest		32,252	32,857	41,938	53,306	70,177	87,365	74,174	55,445	31,075	957	0
Developers Return												
Market Housing												
Affordable for Rent												
First Homes												
Cash Flow	-1,720,113	-32,252	-484,326	-606,274	-899,810	-916,682	703,506	998,865	1,299,762	1,606,301	1,636,419	0
Opening Balance	0											
Closing Balance	-1,720,113	-1,752,365	-2,236,691	-2,842,966	-3,742,776	-4,659,458	-3,955,952	-2,957,087	-1,657,326	-51,025	1,585,394	1,585,394

	Year 4				Year 5				Year 6			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started												
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0
First Homes	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE												
Stamp Duty												
Easements etc.												
Legals Acquisition												
Planning Fee												
Professional												
Build Cost - BCIS Base	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees												
Legal and Valuation												
Agents	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0
Misc.												
COSTS BEFORE LAND INT AND PROFIT	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land												
Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return												
Market Housing												1,443,915
Affordable for Rent												47,729
First Homes												93,750
Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-1,585,394
Opening Balance												
Closing Balance	1,585,394	1,585,394	1,585,394	1,585,394	1,585,394	1,585,394	1,585,394	1,585,394	1,585,394	1,585,394	1,585,394	0

Stamford App
Site 5

Site 5	**Green 16**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				16	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	90.0	90.00	70.00%	11	4,300	4,334,400	1,008
Affordable Overall			30%	4.8			
Affordable Rent	64.0	62.67	18.00%	3	1,700	306,816	184
Social Rent	64.0	62.67	0.00%	0	1,310	0	0
Shared Ownership	70.0	70.00	4.50%	1	3,010	151,704	50
First Homes	70.0	70.00	7.50%	1	3,010	252,840	84
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.533	ha	30	/ha		**5,045,760**	**1,327**
SITE AREA - Gross	0.699	ha	23	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**925,129**	**1,734,617**	**1,324,037**
Existing Use Value		17,468		25,000
Uplift	0%	0		0
Plus /ha	350,000	244,551		350,000
Benchmark Land Value		**262,019**		**375,000**

		£/m2
Additional Profit	**-281,851**	**-280**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 1,133,658

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				925,129	
	Stamp Duty			35,756		
	Easements etc.			0		
	Legals /Acquisition		1.50%	13,877	49,633	
Fees						
	Planning			7,392		
	Professional		8.00%	196,681	204,073	
CONSTRUCTION						
	Build Cost		1,701	2,257,061		
	s106 / CIL / IT			72,000		
	Contingency		5.00%	112,853		
	Abnormals	%	0.00%	0		
		£		16,600	2,458,514	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	151,373		
	Legals	%	0.5%	25,229		
		£/unit	0	0		
	Misc.	%	0.0%	0	176,602	**3,813,951**

Developers Profit				
	Market Housing	% Value	20.00%	**866,880**
	Affordable Housing	% Value	6.00%	**27,511**
	First Homes	% Value	20.00%	**50,568**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	16		
No dwgs under 50	16	462	7,392
No dwgs over 50	0	138	0
		Total	7,392

Stamp duty calc - Residual		
Land payment		925,129
	Total	35,756

Stamp duty calc - Residual		
Land payment		262,019
	Total	2,601

Pre CIL s106	4,500	£/ Unit (all)	
		Total	**72,000**

Post CIL s106	4,500	£/ Unit (all)	72,000
CIL	0	£/m2	0
		Total	**72,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,449.36
CO2 Plus	%	6.00%	86.96
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,545.28
Site Costs	Base	10.00%	154.53
	BNG	0.10%	1.55
			1,701.36

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				**Year 2**				**Year 3**				**Year 4**				**Year 5**				**Year 6**			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				4	4	4	4																		
Market Housing					0	0	0	1,083,600	1,083,600	1,083,600	1,083,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent					0	0	0	76,704	76,704	76,704	76,704	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	37,926	37,926	37,926	37,926	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes					0	0	0	63,210	63,210	63,210	63,210	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**1,261,440**	**1,261,440**	**1,261,440**	**1,261,440**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		35,756																							
Easements etc.		0																							
Legals Acquisition		13,877																							
Planning Fee		7,392																							
Professional		98,341		98,341																					
Build Cost - BCIS Base			0	188,088	376,177	564,265	564,265	376,177	188,088	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff			0	6,000	12,000	18,000	18,000	12,000	6,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			0	9,404	18,809	28,213	28,213	18,809	9,404	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	1,383	2,767	4,150	4,150	2,767	1,383	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0																							
Legal and Valuation		0																							
Agents		0	0	0	0	0	0	37,843	37,843	37,843	37,843	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	6,307	6,307	6,307	6,307	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AND PROFIT		**155,366**	**0**	**303,217**	**409,752**	**614,628**	**614,628**	**453,903**	**249,027**	**44,150**	**44,150**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	**925,129**																							
	Interest		20,259	20,639	26,711	34,895	47,074	59,481	45,455	27,324	5,012	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																									
Market Housing																									866,880
Affordable for Rent																									27,511
First Homes																									50,568
	Cash Flow	-1,080,495	-20,259	-323,856	-436,464	-649,524	-661,702	748,057	966,959	1,189,966	1,212,277	0	0	0	0	0	0	0	0	0	0	0	0	0	-944,959
	Opening Balance	0																							
	Closing Balance	-1,080,495	-1,100,754	-1,424,610	-1,861,074	-2,510,597	-3,172,299	-2,424,243	-1,457,284	-267,318	944,959	944,959	944,959	944,959	944,959	944,959	944,959	944,959	944,959	944,959	944,959	944,959	944,959	944,959	0

Stamford App
Site 6

Site 6	Green 9

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				9	£/m2	£	m2
	Gross	Net					
Market Housing	104.7	104.67	70.00%	6	4,300	2,835,420	659
Affordable Overall			30%	2.7			
Affordable Rent	70.0	70.00	18.00%	2	1,700	192,780	113
Social Rent	70.0	70.00	0.00%	0	1,310	0	0
Shared Ownership	70.0	70.00	4.50%	0	3,010	85,334	28
First Homes	70.0	70.00	7.50%	1	3,010	142,223	47
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.300	ha	30	/ha		3,255,756	848
SITE AREA - Gross	0.316	ha	29	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		557,414	1,858,046	1,765,144
Existing Use Value		15,789		50,000
Uplift	0%	0		0
Plus /ha	350,000	110,526		350,000
Benchmark Land Value		126,316		400,000
			£/m2	
Additional Profit		-61,569	-93	

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 592,437

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				557,414	
	Stamp Duty			17,371		
	Easements etc.			0		
	Legals /Acquisition		1.50%	8,361	25,732	
Fees						
	Planning			4,158		
	Professional		8.00%	130,591	134,749	
CONSTRUCTION						
	Build Cost		1,765	1,497,611		
	s106 / CIL / IT			40,500		
	Contingency		5.00%	74,881		
	Abnormals	%	0.00%	0		
		£		19,400	1,632,391	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	97,673		
	Legals	%	0.5%	16,279		
		£/unit	0	0		
	Misc.	%	0.0%	0	113,951	**2,464,238**

Developers Profit				
	Market Housing	% Value	20.00%	**567,084**
	Affordable Housing	% Value	6.00%	**16,687**
	First Homes	% Value	20.00%	**28,445**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	9		
No dwgs under 50	9	462	4,158
No dwgs over 50	0	138	0
		Total	4,158

Stamp duty calc - Residual		
Land payment		557,414
	Total	17,371

Stamp duty calc - Residual		
Land payment		126,316
	Total	0

Pre CIL s106	4,500	£/ Unit (all)	
		Total	**40,500**

Post CIL s106	4,500	£/ Unit (all)	40,500
CIL	0	£/m2	0
		Total	**40,500**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,504.08
CO2 Plus	%	6.00%	90.24
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,603.29
Site Costs	Base	10.00%	160.33
	BNG	0.10%	1.60
			1,765.22

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started			3	3	3																			
Market Housing				0	0	0	945,140	945,140	945,140	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	64,260	64,260	64,260	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	28,445	28,445	28,445	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes				0	0	0	47,408	47,408	47,408	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,085,252**	**1,085,252**	**1,085,252**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	17,371																							
Easements etc.	0																							
Legals Acquisition	8,361																							
Planning Fee	4,158																							
Professional	65,296		65,296																					
Build Cost - BCIS Base		0	166,401	332,802	499,204	332,802	166,401	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	4,500	9,000	13,500	9,000	4,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	8,320	16,640	24,960	16,640	8,320	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	2,156	4,311	6,467	4,311	2,156	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	32,558	32,558	32,558	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	5,426	5,426	5,426	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**95,186**	**0**	**246,672**	**362,754**	**544,130**	**362,754**	**219,361**	**37,984**	**37,984**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**557,414**																							
Interest		12,236	12,466	17,325	24,451	35,112	42,572	27,135	8,007	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																								
Market Housing																								567,084
Affordable for Rent																								16,687
First Homes																								28,445
Cash Flow	-652,599	-12,236	-259,138	-380,078	-568,581	-397,866	823,320	1,020,134	1,039,261	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-612,215
Opening Balance	0																							
Closing Balance	-652,599	-664,836	-923,974	-1,304,052	-1,872,633	-2,270,499	-1,447,179	-427,046	612,215	612,215	612,215	612,215	612,215	612,215	612,215	612,215	612,215	612,215	612,215	612,215	612,215	612,215	612,215	0

Stamford App
Site 7

Site 7	**Green 6**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				6	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	116.5	116.50	70.00%	4	4,300	2,103,990	489
Affordable Overall			30%	1.8			
Affordable Rent	70.0	70.00	18.00%	1	1,700	128,520	76
Social Rent	70.0	70.00	0.00%	0	1,310	0	0
Shared Ownership	70.0	70.00	4.50%	0	3,010	56,889	19
First Homes	70.0	70.00	7.50%	0	3,010	94,815	32
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.200	ha	30	/ha		**2,384,214**	**615**
SITE AREA - Gross	0.211	ha	29	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**395,594**	**1,977,971**	**1,879,072**
Existing Use Value		10,526		50,000
Uplift	0%	0		0
Plus /ha	350,000	73,684		350,000
Benchmark Land Value		**84,211**		**400,000**

		£/m2
Additional Profit	**-54,985**	**-112**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 435,556

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				395,594	
	Stamp Duty			9,280		
	Easements etc.			0		
	Legals /Acquisition		1.50%	5,934	15,214	
Fees						
	Planning			2,772		
	Professional		8.00%	96,769	99,541	
CONSTRUCTION						
	Build Cost		1,803	1,109,538		
	s106 / CIL / IT			27,000		
	Contingency		5.00%	55,477		
	Abnormals	%	0.00%	0		
		£		17,600	1,209,615	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	71,526		
	Legals	%	0.5%	11,921		
		£/unit	0	0		
	Misc.	%	0.0%	0	83,447	**1,803,411**

Developers Profit				
	Market Housing	% Value	20.00%	**420,798**
	Affordable Housing	% Value	6.00%	**11,125**
	First Homes	% Value	20.00%	**18,963**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	6		
No dwgs under 50	6	462	2,772
No dwgs over 50	0	138	0
		Total	2,772

Stamp duty calc - Residual		
Land payment		395,594
	Total	9,280

Stamp duty calc - Residual		
Land payment		84,211
	Total	0

Pre CIL s106	4,500	£/ Unit (all)	
		Total	**27,000**

Post CIL s106	4,500	£/ Unit (all)	27,000
CIL	0	£/m2	0
		Total	**27,000**

Inf Tariff	% GDV		
	0.00%		**0**

Build Cost			/m2
			1,536.67
CO2 Plus	%	6.00%	92.20
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,637.83
Site Costs	Base	10.00%	163.78
	BNG	0.10%	1.64
			1,803.25

RESIDUAL CASH FLOW FOR INTEREST

		Year 1 Q1	Q2	Q3	Q4	Year 2 Q1	Q2	Q3	Q4	Year 3 Q1	Q2	Q3	Q4
INCOME													
UNITS Started				2	2	2							
Market Housing					0	0	0	701,330	701,330	701,330	0	0	0
Affordable Rent					0	0	0	42,840	42,840	42,840	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	18,963	18,963	18,963	0	0	0
First Homes					0	0	0	31,605	31,605	31,605	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**794,738**	**794,738**	**794,738**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty		9,280											
Easements etc.		0											
Legals Acquisition		5,934											
Planning Fee		2,772											
Professional		48,385		48,385									
Build Cost - BCIS Base			0	123,282	246,564	369,846	246,564	123,282	0	0	0	0	0
s106/CIL/Tariff			0	3,000	6,000	9,000	6,000	3,000	0	0	0	0	0
Contingency			0	6,164	12,328	18,492	12,328	6,164	0	0	0	0	0
Abnormals			0	1,956	3,911	5,867	3,911	1,956	0	0	0	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	23,842	23,842	23,842	0	0	0
Legals		0	0	0	0	0	0	3,974	3,974	3,974	0	0	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**66,370**	**0**	**182,786**	**268,803**	**403,205**	**268,803**	**162,217**	**27,816**	**27,816**	**0**	**0**	**0**
For Residual Valuation	Land	**395,594**											
	Interest		8,662	8,824	12,417	17,690	25,582	31,101	19,825	5,817	0	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-461,964	-8,662	-191,610	-281,220	-420,895	-294,385	601,419	747,097	761,106	0	0	0
	Opening Balance	0											
	Closing Balance	-461,964	-470,626	-662,237	-943,457	-1,364,352	-1,658,737	-1,057,317	-310,220	450,886	450,886	450,886	450,886

		Year 4 Q1	Q2	Q3	Q4	Year 5 Q1	Q2	Q3	Q4	Year 6 Q1	Q2	Q3	Q4
INCOME													
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty													
Easements etc.													
Legals Acquisition													
Planning Fee													
Professional													
Build Cost - BCIS Base		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													420,798
Affordable for Rent													11,125
First Homes													18,963
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-450,886
	Opening Balance												
	Closing Balance	450,886	450,886	450,886	450,886	450,886	450,886	450,886	450,886	450,886	450,886	450,886	0

Stamford App
Site 8

Site 8	Green 3

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				3	£/m2	£	m2
	Gross	Net					
Market Housing	130.0	130.00	70.00%	2	4,300	1,173,900	273
Affordable Overall			30%	0.9			
Affordable Rent	70.0	70.00	18.00%	1	1,700	64,260	38
Social Rent	70.0	70.00	0.00%	0	1,310	0	0
Shared Ownership	70.0	70.00	4.50%	0	3,010	28,445	9
First Homes	70.0	70.00	7.50%	0	0	0	16
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.100	ha	30	/ha		1,266,605	336
SITE AREA - Gross	0.105	ha	29	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		154,950	1,549,505	1,472,030
Existing Use Value		5,263		50,000
Uplift	0%	0		0
Plus /ha	350,000	36,842		350,000
Benchmark Land Value		42,105		400,000
			£/m2	
Additional Profit		-91,259	-334	

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 231,930

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				154,950	
	Stamp Duty			99		
	Easements etc.			0		
	Legals /Acquisition		1.50%	2,324	2,423	
Fees						
	Planning			1,386		
	Professional		8.00%	56,194	57,580	
CONSTRUCTION						
	Build Cost		1,908	641,076		
	s106 / CIL / IT			13,500		
	Contingency		5.00%	32,054		
	Abnormals	%	0.00%	0		
		£		15,800	702,430	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	37,998		
	Legals	%	0.5%	6,333		
		£/unit	0	0		
	Misc.	%	0.0%	0	44,331	961,715

Developers Profit				
	Market Housing	% Value	20.00%	234,780
	Affordable Housing	% Value	6.00%	5,562
	First Homes	% Value	20.00%	0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	3		
No dwgs under 50	3	462	1,386
No dwgs over 50	0	138	0
		Total	1,386

Stamp duty calc - Residual		
Land payment		154,950
	Total	99

Stamp duty calc - Residual		
Land payment		42,105
	Total	0

Pre CIL s106	4,500	£/ Unit (all)	
		Total	**13,500**

Post CIL s106	4,500	£/ Unit (all)	13,500
CIL	0	£/m2	0
		Total	**13,500**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,626.39
CO2 Plus	%	6.00%	97.58
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,732.94
Site Costs	Base	10.00%	173.29
	BNG	0.10%	1.73
			1,907.96

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				1	1	1																			
Market Housing					0	0	0	391,300	391,300	391,300	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent					0	0	0	21,420	21,420	21,420	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	9,482	9,482	9,482	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**422,202**	**422,202**	**422,202**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		99																							
Easements etc.		0																							
Legals Acquisition		2,324																							
Planning Fee		1,386																							
Professional		28,097		28,097																					
Build Cost - BCIS Base			0	71,231	142,461	213,692	142,461	71,231	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff			0	1,500	3,000	4,500	3,000	1,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			0	3,562	7,123	10,685	7,123	3,562	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	1,756	3,511	5,267	3,511	1,756	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0																							
Legal and Valuation		0																							
Agents		0	0	0	0	0	0	12,666	12,666	12,666	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	2,111	2,111	2,111	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AND PROFIT		**31,906**	**0**	**106,145**	**156,096**	**234,143**	**156,096**	**92,825**	**14,777**	**14,777**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	**154,950**																							
	Interest		3,504	3,569	5,626	8,659	13,211	16,386	10,517	3,075	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																									
Market Housing																									234,780
Affordable for Rent																									5,562
First Homes																									0
	Cash Flow	-186,857	-3,504	-109,714	-161,722	-242,802	-169,307	312,991	396,907	404,349	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-240,342
	Opening Balance	0																							
	Closing Balance	-186,857	-190,361	-300,075	-461,797	-704,599	-873,905	-560,914	-164,007	240,342	240,342	240,342	240,342	240,342	240,342	240,342	240,342	240,342	240,342	240,342	240,342	240,342	240,342	240,342	0

Stamford App
Site 9

Site 9	**Green 9 LD**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				9	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	135.0	135.00	70.00%	6	4,300	3,657,150	851
Affordable Overall			30%	2.7			
Affordable Rent	70.0	70.00	18.00%	2	1,700	192,780	113
Social Rent	70.0	70.00	0.00%	0	1,310	0	0
Shared Ownership	70.0	70.00	4.50%	0	3,010	85,334	28
First Homes	70.0	70.00	7.50%	1	3,010	142,223	47
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.450	ha	20	/ha		**4,077,486**	**1,040**
SITE AREA - Gross	0.474	ha	19	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**560,233**	**1,244,963**	**1,182,715**
Existing Use Value		23,684		50,000
Uplift	0%	0		0
Plus /ha	350,000	165,789		350,000
Benchmark Land Value		**189,474**		**400,000**

		£/m2
Additional Profit	**-259,765**	**-305**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 754,089

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				560,233	
	Stamp Duty			17,512		
	Easements etc.			0		
	Legals /Acquisition		1.50%	8,403	25,915	
Fees						
	Planning			4,158		
	Professional		8.00%	173,810	177,968	
CONSTRUCTION						
	Build Cost		1,910	1,985,456		
	s106 / CIL / IT			40,500		
	Contingency		5.00%	99,273		
	Abnormals	%	0.00%	0		
		£		47,400	2,172,628	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	122,325		
	Legals	%	0.5%	20,387		
		£/unit	0	0		
	Misc.	%	0.0%	0	142,712	**3,079,457**

Developers Profit				
	Market Housing	% Value	20.00%	**731,430**
	Affordable Housing	% Value	6.00%	**16,687**
	First Homes	% Value	20.00%	**28,445**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	9		
No dwgs under 50	9	462	4,158
No dwgs over 50	0	138	0
		Total	4,158

Stamp duty calc - Residual		
Land payment		560,233
	Total	17,512

Stamp duty calc - Residual		
Land payment		189,474
	Total	789

Pre CIL s106	4,500	£/ Unit (all)	
		Total	**40,500**

Post CIL s106	4,500	£/ Unit (all)	40,500
CIL	0	£/m2	0
		Total	**40,500**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,628.15
CO2 Plus	%	6.00%	97.69
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,734.80
Site Costs	Base	10.00%	173.48
	BNG	0.10%	1.73
			1,910.01

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				**Year 2**				**Year 3**			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				1	2	2	2	2					
Market Housing					0	0	0	406,350	812,700	812,700	812,700	812,700	0
Affordable Rent					0	0	0	21,420	42,840	42,840	42,840	42,840	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	9,482	18,963	18,963	18,963	18,963	0
First Homes					0	0	0	15,803	31,605	31,605	31,605	31,605	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**453,054**	**906,108**	**906,108**	**906,108**	**906,108**	**0**
EXPENDITURE													
Stamp Duty		17,512											
Easements etc.		0											
Legals Acquisition		8,403											
Planning Fee		4,158											
Professional		86,905		86,905									
Build Cost - BCIS Base			0	73,535	220,606	367,677	441,212	441,212	294,142	147,071	0	0	0
s106/CIL/Tariff			0	1,500	4,500	7,500	9,000	9,000	6,000	3,000	0	0	0
Contingency			0	3,677	11,030	18,384	22,061	22,061	14,707	7,354	0	0	0
Abnormals			0	1,756	5,267	8,778	10,533	10,533	7,022	3,511	0	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	13,592	27,183	27,183	27,183	27,183	0
Legals		0	0	0	0	0	0	2,265	4,531	4,531	4,531	4,531	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**116,978**	**0**	**167,373**	**241,403**	**402,339**	**482,806**	**498,663**	**353,585**	**192,649**	**31,714**	**31,714**	**0**
For Residual Valuation	Land	**560,233**											
	Interest		12,698	12,936	16,317	21,149	29,089	38,687	40,268	30,663	17,861	1,801	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-677,212	-12,698	-180,309	-257,720	-423,487	-511,896	-84,296	512,256	682,796	856,534	872,594	0
	Opening Balance	0											
	Closing Balance	-677,212	-689,909	-870,218	-1,127,938	-1,551,425	-2,063,321	-2,147,617	-1,635,362	-952,566	-96,032	776,561	776,561

		Year 4				**Year 5**				**Year 6**			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE													
Build Cost - BCIS Base		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													731,430
Affordable for Rent													16,687
First Homes													28,445
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-776,561
	Opening Balance												
	Closing Balance	776,561	776,561	776,561	776,561	776,561	776,561	776,561	776,561	776,561	776,561	776,561	0

Stamford App
Site 10

Site 10	Green 6 LD

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				6	£/m2	£	m2
	Gross	Net					
Market Housing	135.0	135.00	70.00%	4	4,300	2,438,100	567
Affordable Overall			30%	1.8			
Affordable Rent	70.0	70.00	18.00%	1	1,700	128,520	76
Social Rent	70.0	70.00	0.00%	0	1,310	0	0
Shared Ownership	70.0	70.00	4.50%	0	3,010	56,889	19
First Homes	70.0	70.00	7.50%	0	3,010	94,815	32
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.300	ha	20	/ha		**2,718,324**	**693**
SITE AREA - Gross	0.316	ha	19	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		381,539	1,271,796	1,208,206
Existing Use Value		15,789		50,000
Uplift	0%	0		0
Plus /ha	350,000	110,526		350,000
Benchmark Land Value		**126,316**		**400,000**

		£/m2
Additional Profit	-174,229	-307

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 499,026

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				381,539	
	Stamp Duty			8,577		
	Easements etc.			0		
	Legals /Acquisition		1.50%	5,723	14,300	
Fees						
	Planning			2,772		
	Professional		8.00%	115,874	118,646	
CONSTRUCTION						
	Build Cost		1,910	1,323,637		
	s106 / CIL / IT			27,000		
	Contingency		5.00%	66,182		
	Abnormals	%	0.00%	0		
		£		31,600	1,448,419	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	81,550		
	Legals	%	0.5%	13,592		
		£/unit	0	0		
	Misc.	%	0.0%	0	95,141	**2,058,045**

Developers Profit				
	Market Housing	% Value	20.00%	**487,620**
	Affordable Housing	% Value	6.00%	**11,125**
	First Homes	% Value	20.00%	**18,963**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	6		
No dwgs under 50	6	462	2,772
No dwgs over 50	0	138	0
		Total	2,772

Stamp duty calc - Residual		
Land payment		381,539
	Total	8,577

Stamp duty calc - Residual		
Land payment		126,316
	Total	0

Pre CIL s106	4,500	£/ Unit (all)	
		Total	**27,000**

Post CIL s106	4,500	£/ Unit (all)	27,000
CIL	0	£/m2	0
		Total	**27,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,628.15
CO2 Plus	%	6.00%	97.69
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,734.80
Site Costs	Base	10.00%	173.48
	BNG	0.10%	1.73
			1,910.01

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				2	2	2							
Market Housing					0	0	0	812,700	812,700	812,700	0	0	0
Affordable Rent					0	0	0	42,840	42,840	42,840	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	18,963	18,963	18,963	0	0	0
First Homes					0	0	0	31,605	31,605	31,605	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**906,108**	**906,108**	**906,108**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty		8,577											
Easements etc.		0											
Legals Acquisition		5,723											
Planning Fee		2,772											
Professional		57,937		57,937									
Build Cost - BCIS Base			0	147,071	294,142	441,212	294,142	147,071	0	0	0	0	0
s106/CIL/Tariff			0	3,000	6,000	9,000	6,000	3,000	0	0	0	0	0
Contingency			0	7,354	14,707	22,061	14,707	7,354	0	0	0	0	0
Abnormals			0	3,511	7,022	10,533	7,022	3,511	0	0	0	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	27,183	27,183	27,183	0	0	0
Legals		0	0	0	0	0	0	4,531	4,531	4,531	0	0	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**75,009**	**0**	**218,872**	**321,871**	**482,806**	**321,871**	**192,649**	**31,714**	**31,714**	**0**	**0**	**0**
For Residual Valuation	Land	**381,539**											
	Interest		8,560	8,721	12,988	19,267	28,681	35,253	22,537	6,565	0	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-456,548	-8,560	-227,593	-334,859	-502,073	-350,551	678,205	851,857	867,829	0	0	0
	Opening Balance	0											
	Closing Balance	-456,548	-465,108	-692,701	-1,027,560	-1,529,633	-1,880,184	-1,201,979	-350,122	517,708	517,708	517,708	517,708

		Year 4				Year 5				Year 6			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty													
Easements etc.													
Legals Acquisition													
Planning Fee													
Professional													
Build Cost - BCIS Base		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													487,620
Affordable for Rent													11,125
First Homes													18,963
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-517,708
	Opening Balance												
	Closing Balance	517,708	517,708	517,708	517,708	517,708	517,708	517,708	517,708	517,708	517,708	517,708	0

Stamford App
Site 11

Site 11 **Green 3 LD**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				3	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	130.0	130.00	70.00%	2	4,300	1,173,900	273
Affordable Overall			30%	0.9			
Affordable Rent	70.0	70.00	18.00%	1	1,700	64,260	38
Social Rent	70.0	70.00	0.00%	0	1,310	0	0
Shared Ownership	70.0	70.00	4.50%	0	3,010	28,445	9
First Homes	70.0	70.00	7.50%	0	0	0	16
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.150	ha	20	/ha		**1,266,605**	**336**
SITE AREA - Gross	0.158	ha	19	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		154,950	1,033,003	981,353
Existing Use Value		7,895		50,000
Uplift	0%	0		0
Plus /ha	350,000	55,263		350,000
Benchmark Land Value		63,158		400,000
			£/m2	
Additional Profit		-113,852	-417	

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 231,930

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				154,950	
	Stamp Duty			99		
	Easements etc.			0		
	Legals /Acquisition		1.50%	2,324	2,423	
Fees						
	Planning			1,386		
	Professional		8.00%	56,194	57,580	
CONSTRUCTION						
	Build Cost		1,908	641,076		
	s106 / CIL / IT			13,500		
	Contingency		5.00%	32,054		
	Abnormals	%	0.00%	0		
		£		15,800	702,430	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	37,998		
	Legals	%	0.5%	6,333		
		£/unit	0	0		
	Misc.	%	0.0%	0	44,331	**961,715**

Developers Profit				
	Market Housing	% Value	20.00%	**234,780**
	Affordable Housing	% Value	6.00%	**5,562**
	First Homes	% Value	20.00%	**0**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	3		
No dwgs under 50	3	462	1,386
No dwgs over 50	0	138	0
		Total	1,386

Stamp duty calc - Residual		
Land payment		154,950
	Total	99

Stamp duty calc - Residual		
Land payment		63,158
	Total	0

Pre CIL s106	4,500	£/ Unit (all)	
		Total	**13,500**

Post CIL s106	4,500	£/ Unit (all)	13,500
CIL	0	£/m2	0
		Total	**13,500**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,626.39
CO2 Plus	%	6.00%	97.58
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,732.94
Site Costs	Base	10.00%	173.29
	BNG	0.10%	1.73
			1,907.96

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				**Year 2**				**Year 3**			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				1	1	1							
Market Housing					0	0	0	391,300	391,300	391,300	0	0	0
Affordable Rent					0	0	0	21,420	21,420	21,420	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	9,482	9,482	9,482	0	0	0
First Homes					0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**422,202**	**422,202**	**422,202**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty		99											
Easements etc.		0											
Legals Acquisition		2,324											
Planning Fee		1,386											
Professional		28,097		28,097									
Build Cost - BCIS Base			0	71,231	142,461	213,692	142,461	71,231	0	0	0	0	0
s106/CIL/Tariff			0	1,500	3,000	4,500	3,000	1,500	0	0	0	0	0
Contingency			0	3,562	7,123	10,685	7,123	3,562	0	0	0	0	0
Abnormals			0	1,756	3,511	5,267	3,511	1,756	0	0	0	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	12,666	12,666	12,666	0	0	0
Legals		0	0	0	0	0	0	2,111	2,111	2,111	0	0	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**31,906**	**0**	**106,145**	**156,096**	**234,143**	**156,096**	**92,825**	**14,777**	**14,777**	**0**	**0**	**0**
For Residual Valuation	Land	**154,950**											
	Interest		3,504	3,569	5,626	8,659	13,211	16,386	10,517	3,075	0	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-186,857	-3,504	-109,714	-161,722	-242,802	-169,307	312,991	396,907	404,349	0	0	0
	Opening Balance	0											
	Closing Balance	-186,857	-190,361	-300,075	-461,797	-704,599	-873,905	-560,914	-164,007	240,342	240,342	240,342	240,342

		Year 4				**Year 5**				**Year 6**			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty													
Easements etc.													
Legals Acquisition													
Planning Fee													
Professional													
Build Cost - BCIS Base		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													234,780
Affordable for Rent													5,562
First Homes													0
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-240,342
	Opening Balance												
	Closing Balance	240,342	240,342	240,342	240,342	240,342	240,342	240,342	240,342	240,342	240,342	240,342	0

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Stamford App
Site 15

Site 15	**Brown 16**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				16	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	100.5	100.55	70.00%	11	4,300	4,842,269	1,126
Affordable Overall			30%	4.8			
Affordable Rent	70.0	70.00	18.00%	3	1,700	342,720	202
Social Rent	70.0	70.00	0.00%	0	1,310	0	0
Shared Ownership	70.0	70.00	4.50%	1	3,010	151,704	50
First Homes	70.0	70.00	7.50%	1	3,010	252,840	84
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.400	ha	40	/ha		**5,589,533**	**1,462**
SITE AREA - Gross	0.421	ha	38	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**801,644**	**2,004,110**	**1,903,905**
Existing Use Value		168,421		400,000
Uplift	20%	33,684		80,000
Plus /ha	0	0		0
Benchmark Land Value		**202,105**		**480,000**
			£/m2	
Additional Profit		**-678,198**	**-602**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 1,488,870

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				801,644	
	Stamp Duty			29,582		
	Easements etc.			0		
	Legals /Acquisition		1.50%	12,025	41,607	
Fees						
	Planning			7,392		
	Professional		9.00%	263,765	271,157	
CONSTRUCTION						
	Build Cost		1,758	2,571,024		
	s106 / CIL / IT			72,000		
	Contingency		5.00%	128,551		
	Abnormals	%	5.00%	128,551		
		£		30,600	2,930,727	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	167,686		
	Legals	%	0.5%	27,948		
		£/unit	0	0		
	Misc.	%	0.0%	0	195,634	**4,240,769**

Developers Profit				
	Market Housing	% Value	20.00%	**968,454**
	Affordable Housing	% Value	6.00%	**29,665**
	First Homes	% Value	20.00%	**50,568**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	16		
No dwgs under 50	16	462	7,392
No dwgs over 50	0	138	0
		Total	7,392

Stamp duty calc - Residual		
Land payment		801,644
	Total	29,582

Stamp duty calc - Residual		
Land payment		202,105
	Total	1,042

Pre CIL s106	4,500	£/ Unit (all)	
		Total	**72,000**

Post CIL s106	4,500	£/ Unit (all)	72,000
CIL	0	£/m2	0
		Total	**72,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,490.10
CO2 Plus	%	6.00%	89.41
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,588.47
Site Costs	Base	10.00%	158.85
	BNG	0.70%	11.12
			1,758.44

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				**Year 2**				**Year 3**				**Year 4**				**Year 5**				**Year 6**			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started			4	4	4	4																		
Market Housing				0	0	0	1,210,567	1,210,567	1,210,567	1,210,567	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	85,680	85,680	85,680	85,680	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	37,926	37,926	37,926	37,926	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes				0	0	0	63,210	63,210	63,210	63,210	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,397,383**	**1,397,383**	**1,397,383**	**1,397,383**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	29,582																							
Easements etc.	0																							
Legals Acquisition	12,025																							
Planning Fee	7,392																							
Professional	131,883		131,883																					
Build Cost - BCIS Base		0	214,252	428,504	642,756	642,756	428,504	214,252	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	6,000	12,000	18,000	18,000	12,000	6,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	10,713	21,425	32,138	32,138	21,425	10,713	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	13,263	26,525	39,788	39,788	26,525	13,263	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	41,921	41,921	41,921	41,921	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	6,987	6,987	6,987	6,987	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**180,882**	**0**	**376,110**	**488,454**	**732,682**	**732,682**	**537,363**	**293,136**	**48,908**	**48,908**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**801,644**																							
Interest		18,422	18,768	26,172	35,821	50,230	64,910	50,002	30,235	5,518	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																								
Market Housing																								968,454
Affordable for Rent																								29,665
First Homes																								50,568
Cash Flow	-982,526	-18,422	-394,878	-514,626	-768,503	-782,912	795,110	1,054,246	1,318,240	1,342,957	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,048,687
Opening Balance	0																							
Closing Balance	-982,526	-1,000,948	-1,395,826	-1,910,452	-2,678,955	-3,461,867	-2,666,756	-1,612,510	-294,270	1,048,687	1,048,687	1,048,687	1,048,687	1,048,687	1,048,687	1,048,687	1,048,687	1,048,687	1,048,687	1,048,687	1,048,687	1,048,687	1,048,687	0

Stamford App
Site 16

Site 16	Brown 6

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				6	£/m2	£	m2
	Gross	Net					
Market Housing	98.0	98.00	70.00%	4	4,300	1,769,880	412
Affordable Overall			30%	1.8			
Affordable Rent	79.0	79.00	18.00%	1	1,700	145,044	85
Social Rent	79.0	79.00	0.00%	0	1,310	0	0
Shared Ownership	79.0	79.00	4.50%	0	3,010	64,203	21
First Homes	79.0	79.00	7.50%	0	3,010	107,006	36
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.150	ha	40	/ha		2,086,133	554
SITE AREA - Gross	0.158	ha	38	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		346,555	2,310,370	2,194,851
Existing Use Value		63,158		400,000
Uplift	20%	12,632		80,000
Plus /ha	0	0		0
Benchmark Land Value		75,789		480,000
			£/m2	
Additional Profit		-209,831	-510	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 546,784

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				346,555	
	Stamp Duty			6,828		
	Easements etc.			0		
	Legals /Acquisition		1.50%	5,198	12,026	
Fees						
	Planning			2,772		
	Professional		9.00%	94,974	97,746	
CONSTRUCTION						
	Build Cost		1,682	931,515		
	s106 / CIL / IT			27,000		
	Contingency		5.00%	46,576		
	Abnormals	%	5.00%	46,576		
		£		3,600	1,055,266	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	62,584		
	Legals	%	0.5%	10,431		
		£/unit	0	0		
	Misc.	%	0.0%	0	73,015	1,584,609

Developers Profit				
	Market Housing	% Value	20.00%	353,976
	Affordable Housing	% Value	6.00%	12,555
	First Homes	% Value	20.00%	21,401

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	6		
No dwgs under 50	6	462	2,772
No dwgs over 50	0	138	0
		Total	2,772

Stamp duty calc - Residual		
Land payment		346,555
	Total	6,828

Stamp duty calc - Residual		
Land payment		75,789
	Total	0

Pre CIL s106	4,500	£/ Unit (all)	
		Total	**27,000**

Post CIL s106	4,500	£/ Unit (all)	27,000
CIL	0	£/m2	0
		Total	**27,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,425.00
CO2 Plus	%	6.00%	85.50
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,519.46
Site Costs	Base	10.00%	151.95
	BNG	0.70%	10.64
			1,682.04

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started			3	3																				
Market Housing				0	0	0	884,940	884,940	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	72,522	72,522	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	32,102	32,102	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes				0	0	0	53,503	53,503	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,043,066**	**1,043,066**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	6,828																							
Easements etc.	0																							
Legals Acquisition	5,198																							
Planning Fee	2,772																							
Professional	47,487		47,487																					
Build Cost - BCIS Base		0	155,252	310,505	310,505	155,252	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	4,500	9,000	9,000	4,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	7,763	15,525	15,525	7,763	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	8,363	16,725	16,725	8,363	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	31,292	31,292	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	5,215	5,215	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**62,285**	**0**	**223,365**	**351,755**	**351,755**	**175,878**	**36,507**	**36,507**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**346,555**																							
Interest		7,666	7,809	12,144	18,967	25,918	29,702	11,386	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																								
Market Housing																								353,976
Affordable for Rent																								12,555
First Homes																								21,401
Cash Flow	-408,841	-7,666	-231,174	-363,900	-370,723	-201,796	976,857	995,173	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-387,932
Opening Balance	0																							
Closing Balance	-408,841	-416,506	-647,681	-1,011,580	-1,382,303	-1,584,099	-607,241	387,932	387,932	387,932	387,932	387,932	387,932	387,932	387,932	387,932	387,932	387,932	387,932	387,932	387,932	387,932	387,932	0

Stamford App
Site 17

Site 17	Brown 3

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				3	£/m2	£	m2
	Gross	Net					
Market Housing	86.0	86.00	70.00%	2	4,300	776,580	181
Affordable Overall			30%	0.9			
Affordable Rent	70.0	70.00	18.00%	1	1,700	64,260	38
Social Rent	70.0	70.00	0.00%	0	1,310	0	0
Shared Ownership	70.0	70.00	4.50%	0	3,010	28,445	9
First Homes	70.0	70.00	7.50%	0	0	0	16
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.075	ha	40	/ha		**869,285**	**244**
SITE AREA - Gross	0.079	ha	38	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		127,174	1,695,653	1,610,870
Existing Use Value		31,579		400,000
Uplift	20%	6,316		80,000
Plus /ha	0	0		0
Benchmark Land Value		**37,895**		**480,000**
			£/m2	
Additional Profit		-113,405	-628	

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 227,541

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				127,174	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	1,908	1,908	
Fees						
	Planning			1,386		
	Professional		9.00%	41,376	42,762	
CONSTRUCTION						
	Build Cost		1,659	404,029		
	s106 / CIL / IT			13,500		
	Contingency		5.00%	20,201		
	Abnormals	%	5.00%	20,201		
		£		1,800	459,731	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	26,079		
	Legals	%	0.5%	4,346		
		£/unit	0	0		
	Misc.	%	0.0%	0	30,425	**662,000**

Developers Profit				
	Market Housing	% Value	20.00%	**155,316**
	Affordable Housing	% Value	6.00%	**5,562**
	First Homes	% Value	20.00%	**0**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	3		
No dwgs under 50	3	462	1,386
No dwgs over 50	0	138	0
		Total	1,386

Stamp duty calc - Residual	
Land payment	127,174
Total	0

Stamp duty calc - Residual	
Land payment	37,895
Total	0

Pre CIL s106	4,500	£/ Unit (all)	
		Total	**13,500**

Post CIL s106	4,500	£/ Unit (all)	13,500
CIL	0	£/m2	0
		Total	**13,500**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,405.00
CO2 Plus	%	6.00%	84.30
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,498.26
Site Costs	Base	10.00%	149.83
	BNG	0.70%	10.49
			1,658.57

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started			1	1	1																			
Market Housing				0	0	0	258,860	258,860	258,860	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	21,420	21,420	21,420	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	9,482	9,482	9,482	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**289,762**	**289,762**	**289,762**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	1,908																							
Planning Fee	1,386																							
Professional	20,688		20,688																					
Build Cost - BCIS Base		0	44,892	89,784	134,676	89,784	44,892	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	1,500	3,000	4,500	3,000	1,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	2,245	4,489	6,734	4,489	2,245	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	2,445	4,889	7,334	4,889	2,445	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	8,693	8,693	8,693	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,449	1,449	1,449	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**23,982**	**0**	**71,769**	**102,163**	**153,244**	**102,163**	**61,223**	**10,142**	**10,142**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**127,174**																							
Interest		2,834	2,887	4,287	6,283	9,274	11,364	7,292	2,185	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																								
Market Housing																								155,316
Affordable for Rent																								5,562
First Homes																								0
Cash Flow	-151,155	-2,834	-74,656	-106,450	-159,527	-111,437	217,175	272,328	277,434	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-160,878
Opening Balance	0																							
Closing Balance	-151,155	-153,990	-228,646	-335,096	-494,623	-606,059	-388,884	-116,556	160,878	160,878	160,878	160,878	160,878	160,878	160,878	160,878	160,878	160,878	160,878	160,878	160,878	160,878	160,878	0

Stamford App
Site 18

Site 18	Flats 60

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				60	£/m2	£	m2
	Gross	Net					
Market Housing	79.8	72.50	70.00%	42	4,300	13,093,500	3,350
Affordable Overall			30%	18			
Affordable Rent	63.1	57.36	18.00%	11	1,700	1,053,196	681
Social Rent	63.1	57.36	0.00%	0	1,310	0	0
Shared Ownership	67.1	61.00	4.50%	3	3,010	495,747	181
First Homes	67.1	61.00	7.50%	5	3,010	826,245	302
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.750	ha	80	/ha		**15,468,688**	**4,514**
SITE AREA - Gross	0.789	ha	76	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**765,982**	**1,021,310**	**970,244**
Existing Use Value	315,789		400,000
Uplift 20%	63,158		80,000
Plus /ha 0	0		0
Benchmark Land Value	**378,947**		**480,000**

		£/m2
Additional Profit	**-2,698,140**	**-806**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 3,464,110

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				765,982	
	Stamp Duty			27,799		
	Easements etc.			0		
	Legals /Acquisition		1.50%	11,490	39,289	
Fees						
	Planning			24,480		
	Professional		9.00%	868,461	892,941	
CONSTRUCTION						
	Build Cost		1,882	8,494,148		
	s106 / CIL / IT			270,000		
	Contingency		5.00%	424,707		
	Abnormals	%	5.00%	424,707		
		£		36,000	9,649,563	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	464,061		
	Legals	%	0.5%	77,343		
		£/unit	0	0		
	Misc.	%	0.0%	0	541,404	**11,889,179**

Developers Profit				
	Market Housing	% Value	20.00%	**2,618,700**
	Affordable Housing	% Value	6.00%	**92,937**
	First Homes	% Value	20.00%	**165,249**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	60		
No dwgs under 50	50	462	23,100
No dwgs over 50	10	138	1,380
		Total	24,480

Stamp duty calc - Residual		
Land payment		765,982
	Total	27,799

Stamp duty calc - Residual		
Land payment		378,947
	Total	8,447

Pre CIL s106	4,500	£/ Unit (all)	
		Total	**270,000**

Post CIL s106	4,500	£/ Unit (all)	270,000
CIL	0	£/m2	0
		Total	**270,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,671.00
CO2 Plus	%	6.00%	100.26
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,780.22
Site Costs	Base	5.00%	89.01
	BNG	0.70%	12.46
			1,881.69

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started			12	13	12	13	10	
Market Housing				0	0	0	2,618,700	2,836,925
Affordable Rent				0	0	0	210,639	228,193
Social Rent				0	0	0	0	0
Shared Ownership				0	0	0	99,149	107,412
First Homes				0	0	0	165,249	179,020
Grant and Subsidy				0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**3,093,738**	**3,351,549**
EXPENDITURE								
Stamp Duty	27,799							
Easements etc.	0							
Legals Acquisition	11,490							
Planning Fee	24,480							
Professional	434,230		434,230					
Build Cost - BCIS Base		0	566,277	1,179,743	1,746,019	1,793,209	1,651,640	1,085,363
s106/CIL/Tariff		0	18,000	37,500	55,500	57,000	52,500	34,500
Contingency		0	28,314	58,987	87,301	89,660	82,582	54,268
Abnormals		0	30,714	63,987	94,701	97,260	89,582	58,868
Finance Fees	0							
Legal and Valuation	0							
Agents	0	0	0	0	0	0	92,812	100,546
Legals	0	0	0	0	0	0	15,469	16,758
Misc.			0					
COSTS BEFORE LAND INT AND PROFIT	**497,999**	**0**	**1,077,535**	**1,340,217**	**1,983,521**	**2,037,130**	**1,984,585**	**1,350,304**
For Residual Valuation Land	**765,982**							
Interest		23,700	24,144	44,800	70,770	109,288	149,533	131,540
Developers Return								
Market Housing								
Affordable for Rent								
First Homes								
Cash Flow	-1,263,982	-23,700	-1,101,679	-1,385,018	-2,054,291	-2,146,418	959,620	1,869,705
Opening Balance	0							
Closing Balance	-1,263,982	-1,287,681	-2,389,360	-3,774,378	-5,828,668	-7,975,086	-7,015,466	-5,145,761

	Year 3				Year 4			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started								
Market Housing	2,618,700	2,836,925	2,182,250	0	0	0	0	0
Affordable Rent	210,639	228,193	175,533	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0
Shared Ownership	99,149	107,412	82,625	0	0	0	0	0
First Homes	165,249	179,020	137,708	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0
INCOME	**3,093,738**	**3,351,549**	**2,578,115**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE								
Stamp Duty								
Easements etc.								
Legals Acquisition								
Planning Fee								
Professional								
Build Cost - BCIS Base	471,897	0	0	0	0	0	0	0
s106/CIL/Tariff	15,000	0	0	0	0	0	0	0
Contingency	23,595	0	0	0	0	0	0	0
Abnormals	25,595	0	0	0	0	0	0	0
Finance Fees								
Legal and Valuation								
Agents	92,812	100,546	77,343	0	0	0	0	0
Legals	15,469	16,758	12,891	0	0	0	0	0
Misc.								
COSTS BEFORE LAND INT AND PROFIT	**644,368**	**117,304**	**90,234**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land								
Interest	96,483	52,366	0	0	0	0	0	0
Developers Return								
Market Housing								
Affordable for Rent								
First Homes								
Cash Flow	2,352,887	3,181,879	2,487,881	0	0	0	0	0
Opening Balance								
Closing Balance	-2,792,874	389,005	2,876,886	2,876,886	2,876,886	2,876,886	2,876,886	2,876,886

	Year 5				Year 6			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started								
Market Housing	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0
First Homes	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE								
Stamp Duty								
Easements etc.								
Legals Acquisition								
Planning Fee								
Professional								
Build Cost - BCIS Base	0	0	0	0	0	0	0	0
s106/CIL/Tariff	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0
Finance Fees								
Legal and Valuation								
Agents	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0
Misc.								
COSTS BEFORE LAND INT AND PROFIT	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land								
Interest	0	0	0	0	0	0	0	0
Developers Return								
Market Housing								2,618,700
Affordable for Rent								92,937
First Homes								165,249
Cash Flow	0	0	0	0	0	0	0	-2,876,886
Opening Balance								
Closing Balance	2,876,886	2,876,886	2,876,886	2,876,886	2,876,886	2,876,886	2,876,886	0

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Stamford App
Site 19

Site 19	Flats 12

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				12	£/m2	£	m2
	Gross	Net					
Market Housing	79.8	72.50	70.00%	8	4,300	2,618,700	670
Affordable Overall			30%	3.6			
Affordable Rent	55.0	50.00	18.00%	2	1,700	183,600	119
Social Rent	55.0	50.00	0.00%	0	1,310	0	0
Shared Ownership	67.1	61.00	4.50%	1	3,010	99,149	36
First Homes	67.1	61.00	7.50%	1	3,010	165,249	60
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.171	ha	70	/ha		3,066,698	885
SITE AREA - Gross	0.180	ha	67	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		168,540	983,151	933,993
Existing Use Value		72,180		400,000
Uplift	20%	14,436		80,000
Plus /ha	0	0		0
Benchmark Land Value		86,617		480,000
			£/m2	
Additional Profit		-544,214	-812	

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 681,314

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				168,540	
	Stamp Duty			371		
	Easements etc.			0		
	Legals /Acquisition		1.50%	2,528	2,899	
Fees						
	Planning			5,544		
	Professional		9.00%	170,433	175,977	
CONSTRUCTION						
	Build Cost		1,882	1,665,908		
	s106 / CIL / IT			54,000		
	Contingency		5.00%	83,295		
	Abnormals	%	5.00%	83,295		
		£		7,200	1,893,698	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	92,001		
	Legals	%	0.5%	15,333		
		£/unit	0	0		
	Misc.	%	0.0%	0	107,334	**2,348,449**

Developers Profit				
	Market Housing	% Value	20.00%	**523,740**
	Affordable Housing	% Value	6.00%	**16,965**
	First Homes	% Value	20.00%	**33,050**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	12		
No dwgs under 50	12	462	5,544
No dwgs over 50	0	138	0
		Total	5,544

Stamp duty calc - Residual		
Land payment		168,540
	Total	371

Stamp duty calc - Residual		
Land payment		86,617
	Total	0

Pre CIL s106	4,500	£/ Unit (all)	
		Total	**54,000**

Post CIL s106	4,500	£/ Unit (all)	54,000
CIL	0	£/m2	0
		Total	**54,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,671.00
CO2 Plus	%	6.00%	100.26
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,780.22
Site Costs	Base	5.00%	89.01
	BNG	0.70%	12.46
			1,881.69

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started			6	6				
Market Housing				0	0	0	1,309,350	1,309,350
Affordable Rent				0	0	0	91,800	91,800
Social Rent				0	0	0	0	0
Shared Ownership				0	0	0	49,575	49,575
First Homes				0	0	0	82,625	82,625
Grant and Subsidy				0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,533,349**	**1,533,349**
EXPENDITURE								
Stamp Duty	371							
Easements etc.	0							
Legals Acquisition	2,528							
Planning Fee	5,544							
Professional	85,216		85,216					
Build Cost - BCIS Base		0	277,651	555,303	555,303	277,651	0	0
s106/CIL/Tariff		0	9,000	18,000	18,000	9,000	0	0
Contingency		0	13,883	27,765	27,765	13,883	0	0
Abnormals		0	15,083	30,165	30,165	15,083	0	0
Finance Fees	0							
Legal and Valuation	0							
Agents	0	0	0	0	0	0	46,000	46,000
Legals	0	0	0	0	0	0	7,667	7,667
Misc.			0					
COSTS BEFORE LAND INT AND PROFIT	**93,659**	**0**	**400,833**	**631,233**	**631,233**	**315,616**	**53,667**	**53,667**
For Residual Valuation Land	**168,540**							
Interest		4,916	5,008	12,618	24,690	36,989	43,600	16,674
Developers Return								
Market Housing								
Affordable for Rent								
First Homes								
Cash Flow	-262,199	-4,916	-405,841	-643,851	-655,923	-352,605	1,436,082	1,463,008
Opening Balance	0							
Closing Balance	-262,199	-267,116	-672,957	-1,316,808	-1,972,731	-2,325,336	-889,254	573,755

	Year 3				Year 4			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started								
Market Housing	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0
First Homes	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE								
Stamp Duty								
Easements etc.								
Legals Acquisition								
Planning Fee								
Professional								
Build Cost - BCIS Base	0	0	0	0	0	0	0	0
s106/CIL/Tariff	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0
Finance Fees								
Legal and Valuation								
Agents	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0
Misc.								
COSTS BEFORE LAND INT AND PROFIT	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land								
Interest	0	0	0	0	0	0	0	0
Developers Return								
Market Housing								
Affordable for Rent								
First Homes								
Cash Flow	0	0	0	0	0	0	0	0
Opening Balance								
Closing Balance	573,755	573,755	573,755	573,755	573,755	573,755	573,755	573,755

	Year 5				Year 6			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started								
Market Housing	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0
First Homes	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE								
Stamp Duty								
Easements etc.								
Legals Acquisition								
Planning Fee								
Professional								
Build Cost - BCIS Base	0	0	0	0	0	0	0	0
s106/CIL/Tariff	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0
Finance Fees								
Legal and Valuation								
Agents	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0
Misc.								
COSTS BEFORE LAND INT AND PROFIT	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land								
Interest	0	0	0	0	0	0	0	0
Developers Return								
Market Housing								523,740
Affordable for Rent								16,965
First Homes								33,050
Cash Flow	0	0	0	0	0	0	0	-573,755
Opening Balance								
Closing Balance	573,755	573,755	573,755	573,755	573,755	573,755	573,755	0

Stamford App
Site 20

Site 20 **Flats 6**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				6	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	79.8	72.50	70.00%	4	4,300	1,309,350	335
Affordable Overall			30%	1.8			
Affordable Rent	67.1	61.00	18.00%	1	1,700	111,996	72
Social Rent	67.1	61.00	0.00%	0	1,310	0	0
Shared Ownership	67.1	61.00	4.50%	0	3,010	49,575	18
First Homes	67.1	61.00	7.50%	0	3,010	82,625	30
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.086	ha	70	/ha		**1,553,545**	**456**
SITE AREA - Gross	0.090	ha	67	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**73,092**	**852,740**	**810,103**
Existing Use Value		36,090		400,000
Uplift	20%	7,218		80,000
Plus /ha	0	0		0
Benchmark Land Value		**43,308**		**480,000**
			£/m2	
Additional Profit		**-285,652**	**-853**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 342,115

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				73,092	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	1,096	1,096	
Fees						
	Planning			2,772		
	Professional		9.00%	87,651	90,423	
CONSTRUCTION						
	Build Cost		1,882	857,544		
	s106 / CIL / IT			27,000		
	Contingency		5.00%	42,877		
	Abnormals	%	5.00%	42,877		
		£		3,600	973,898	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	46,606		
	Legals	%	0.5%	7,768		
		£/unit	0	0		
	Misc.	%	0.0%	0	54,374	**1,192,883**

Developers Profit				
	Market Housing	% Value	20.00%	**261,870**
	Affordable Housing	% Value	6.00%	**9,694**
	First Homes	% Value	20.00%	**16,525**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	6		
No dwgs under 50	6	462	2,772
No dwgs over 50	0	138	0
		Total	2,772

Stamp duty calc - Residual		
Land payment		73,092
	Total	0

Stamp duty calc - Residual		
Land payment		43,308
	Total	0

Pre CIL s106	4,500	£/ Unit (all)	
		Total	**27,000**

Post CIL s106	4,500	£/ Unit (all)	27,000
CIL	0	£/m2	0
		Total	**27,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,671.00
CO2 Plus	%	6.00%	100.26
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,780.22
Site Costs	Base	5.00%	89.01
	BNG	0.70%	12.46
			1,881.69

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				**Year 2**				**Year 3**			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				3	3								
Market Housing					0	0	0	654,675	654,675	0	0	0	0
Affordable Rent					0	0	0	55,998	55,998	0	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	24,787	24,787	0	0	0	0
First Homes					0	0	0	41,312	41,312	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**776,773**	**776,773**	**0**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty		0											
Easements etc.		0											
Legals Acquisition		1,096											
Planning Fee		2,772											
Professional		43,825		43,825									
Build Cost - BCIS Base			0	142,924	285,848	285,848	142,924	0	0	0	0	0	0
s106/CIL/Tariff			0	4,500	9,000	9,000	4,500	0	0	0	0	0	0
Contingency			0	7,146	14,292	14,292	7,146	0	0	0	0	0	0
Abnormals			0	7,746	15,492	15,492	7,746	0	0	0	0	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	23,303	23,303	0	0	0	0
Legals		0	0	0	0	0	0	3,884	3,884	0	0	0	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**47,694**	**0**	**206,142**	**324,633**	**324,633**	**162,316**	**27,187**	**27,187**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	**73,092**											
	Interest		2,265	2,307	6,216	12,419	18,739	22,134	8,494	0	0	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-120,786	-2,265	-208,449	-330,848	-337,052	-181,055	727,452	741,092	0	0	0	0
	Opening Balance	0											
	Closing Balance	-120,786	-123,051	-331,500	-662,348	-999,400	-1,180,455	-453,003	288,089	288,089	288,089	288,089	288,089

		Year 4				**Year 5**				**Year 6**			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty													
Easements etc.													
Legals Acquisition													
Planning Fee													
Professional													
Build Cost - BCIS Base		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													261,870
Affordable for Rent													9,694
First Homes													16,525
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-288,089
	Opening Balance												
	Closing Balance	288,089	288,089	288,089	288,089	288,089	288,089	288,089	288,089	288,089	288,089	288,089	0

Stamford App
Site 28

Site 28	Stamford North

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				1,350	£/m2	£	m2
	Gross	Net					
Market Housing	91.2	91.06	70.00%	945	4,300	370,015,000	86,202
Affordable Overall			30%	405			
Affordable Rent	68.4	67.19	18.00%	243	1,700	27,755,900	16,612
Social Rent	68.4	67.19	0.00%	0	1,310	0	0
Shared Ownership	86.8	86.62	4.50%	61	3,010	15,839,656	5,270
First Homes	86.4	86.25	7.50%	101	2,745	23,966,787	8,748
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	38.571	ha	35	/ha		**437,577,343**	**116,832**
SITE AREA - Gross	53.030	ha	25	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**70,685,263**	**1,832,581**	**1,332,930**
Existing Use Value		1,325,750		25,000
Uplift	0%	0		0
Plus /ha	225,000	11,931,750		225,000
Benchmark Land Value		**13,257,500**		**250,000**
			£/m2	
Additional Profit		**87,985,114**	**1,021**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				70,685,263	
	Stamp Duty			3,523,763		
	Easements etc.			0		
	Legals /Acquisition		1.50%	1,060,279	4,584,042	
Fees						
	Planning			202,500		
	Professional		8.00%	16,390,423	16,592,923	
CONSTRUCTION						
	Build Cost		1,607	187,746,943		
	s106 / CIL / IT			6,075,000		
	Contingency		5.00%	9,387,347		
	Abnormals	%	0.00%	0		
		£		1,671,000	204,880,291	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	13,127,320		
	Legals	%	0.5%	2,187,887		
		£/unit	0	0		
	Misc.	%	0.0%	0	15,315,207	**312,057,726**

Developers Profit				
	Market Housing	% Value	20.00%	**74,003,000**
	Affordable Housing	% Value	6.00%	**2,615,733**
	First Homes	% Value	20.00%	**4,793,357**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	1,350		
No dwgs under 50	50	462	23,100
No dwgs over 50	1300	138	179,400
		Total	202,500

Stamp duty calc - Residual		
Land payment		70,685,263
	Total	3,523,763

Stamp duty calc - Residual		
Land payment		13,257,500
	Total	652,375

Pre CIL s106	20,000	£/ Unit (all)	
		Total	**27,000,000**

Post CIL s106	4,500	£/ Unit (all)	6,075,000
CIL	0	£/m2	0
		Total	**6,075,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,308.68
CO2 Plus	%	6.00%	78.52
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.01
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,396.16
Site Costs	Base	15.00%	209.42
	BNG	0.10%	1.40
			1,606.98

RESIDUAL CASH FLOW FOR INTEREST

		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12
INCOME													
UNITS Started		40	60	70	85	125	130	130	130	130	130	120	100
Market Housing			10,963,407	16,445,111	19,185,963	23,297,241	34,260,648	35,631,074	35,631,074	35,631,074	35,631,074	35,631,074	32,890,222
Affordable Rent			822,397	1,233,596	1,439,195	1,747,594	2,569,991	2,672,790	2,672,790	2,672,790	2,672,790	2,672,790	2,467,191
Social Rent			0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			469,323	703,985	821,316	997,312	1,466,635	1,525,300	1,525,300	1,525,300	1,525,300	1,525,300	1,407,969
First Homes			710,127	1,065,191	1,242,722	1,509,020	2,219,147	2,307,913	2,307,913	2,307,913	2,307,913	2,307,913	2,130,381
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**12,965,255**	**19,447,882**	**22,689,196**	**27,551,166**	**40,516,421**	**42,137,078**	**42,137,078**	**42,137,078**	**42,137,078**	**42,137,078**	**38,895,764**
EXPENDITURE													
Stamp Duty		3,523,763											
Easements etc.		0											
Legals Acquisition		1,060,279											
Planning Fee		202,500											
Professional		16,390,423											
Build Cost - BCIS Base			5,562,872	8,344,309	9,735,027	11,821,104	17,383,976	18,079,335	18,079,335	18,079,335	18,079,335	18,079,335	16,688,617
s106/CIL/Tariff			180,000	270,000	315,000	382,500	562,500	585,000	585,000	585,000	585,000	585,000	540,000
Contingency			278,144	417,215	486,751	591,055	869,199	903,967	903,967	903,967	903,967	903,967	834,431
Abnormals			49,511	74,267	86,644	105,211	154,722	160,911	160,911	160,911	160,911	160,911	148,533
Finance Fees		0											
Legal and Valuation		0											
Agents		0	388,958	583,436	680,676	826,535	1,215,493	1,264,112	1,264,112	1,264,112	1,264,112	1,264,112	1,166,873
Legals		0	64,826	97,239	113,446	137,756	202,582	210,685	210,685	210,685	210,685	210,685	194,479
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**21,176,965**	**6,524,311**	**9,786,467**	**11,417,544**	**13,864,161**	**20,388,472**	**21,204,011**	**21,204,011**	**21,204,011**	**21,204,011**	**21,204,011**	**19,572,933**
For Residual Valuation	Land	**70,685,263**											
	Interest		6,889,667	6,923,321	6,717,964	6,376,438	5,828,145	4,755,660	3,542,355	2,238,051	835,925	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-91,862,228	-448,724	2,738,094	4,553,687	7,310,567	14,299,803	16,177,407	17,390,712	18,695,016	20,097,142	20,933,067	19,322,831
	Opening Balance	0											
	Closing Balance	-91,862,228	-92,310,952	-89,572,858	-85,019,171	-77,708,604	-63,408,800	-47,231,394	-29,840,682	-11,145,666	8,951,476	29,884,542	49,207,373

		Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME													
UNITS Started		100											
Market Housing		27,408,519	27,408,519	0	0	0	0	0	0	0	0	0	0
Affordable Rent		2,055,993	2,055,993	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		1,173,308	1,173,308	0	0	0	0	0	0	0	0	0	0
First Homes		1,775,318	1,775,318	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**32,413,137**	**32,413,137**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty													
Easements etc.													
Legals Acquisition													
Planning Fee													
Professional													
Build Cost - BCIS Base		13,907,181	13,907,181	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		450,000	450,000	0	0	0	0	0	0	0	0	0	0
Contingency		695,359	695,359	0	0	0	0	0	0	0	0	0	0
Abnormals		123,778	123,778	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		972,394	972,394	0	0	0	0	0	0	0	0	0	0
Legals		162,066	162,066	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**16,310,778**	**16,310,778**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													74,003,000
Affordable for Rent													2,615,733
First Homes													4,793,357
	Cash Flow	16,102,359	16,102,359	0	0	0	0	0	0	0	0	0	-81,412,091
	Opening Balance												
	Closing Balance	65,309,732	81,412,091	81,412,091	81,412,091	81,412,091	81,412,091	81,412,091	81,412,091	81,412,091	81,412,091	81,412,091	0

Appendix 14 – Varied Developer's Return

Grantham and Wider SKDC

			EUV	BLV	Residual Value					
				% Market Housing	15.0%	15.0%	17.5%	17.5%	20.0%	20.0%
				% Affordable Housing	6.0%	15.0%	6.0%	17.5%	6.0%	20.0%
				% First Homes	15.0%	15.0%	17.5%	17.5%	20.0%	20.0%
Site 1	Large Green 450	Grantham ar	25,000	375,000	478,483	449,209	418,706	381,300	357,442	308,489
Site 2	Green 150	Grantham ar	25,000	375,000	161,538	128,340	92,872	49,657	22,747	-32,361
Site 3	Green 60	Grantham ar	25,000	375,000	199,023	152,931	104,897	43,202	5,576	-71,066
Site 4	Green 25	Grantham ar	25,000	375,000	376,821	330,452	276,134	216,656	174,017	98,480
Site 5	Green 16	Grantham ar	25,000	375,000	419,641	376,694	321,590	265,122	221,746	151,788
Site 6	Green 9	Grantham ar	50,000	400,000	537,646	476,585	387,586	308,026	236,291	139,436
Site 7	Green 6	Grantham ar	50,000	400,000	509,760	447,496	342,178	262,618	174,596	77,741
Site 8	Green 3	Grantham ar	50,000	400,000	-32,007	-94,272	-210,945	-291,056	-394,196	-494,717
Site 9	Green 9 LD	Grantham ar	50,000	400,000	155,073	115,078	31,069	-20,036	-92,935	-155,150
Site 10	Green 6 LD	Grantham ar	50,000	400,000	155,268	113,758	26,570	-26,470	-102,128	-166,698
Site 11	Green 3 LD	Grantham ar	50,000	400,000	-21,338	-62,848	-140,630	-194,037	-262,797	-329,812
Site 12	Brown 75	Grantham ar	400,000	480,000	-568,949	-634,342	-689,388	-773,931	-812,208	-917,782
Site 13	Brown 40	Grantham ar	400,000	480,000	-593,546	-668,627	-718,999	-814,937	-844,453	-961,627
Site 14	Brown 25	Grantham ar	400,000	480,000	-385,607	-468,090	-533,058	-638,453	-680,510	-809,711
Site 15	Brown 16	Grantham ar	400,000	480,000	-700,284	-781,597	-867,656	-971,556	-1,035,027	-1,161,515
Site 16	Brown 6	Grantham ar	400,000	480,000	-422,805	-518,047	-593,441	-715,139	-764,077	-912,231
Site 17	Brown 3	Grantham ar	400,000	480,000	-593,652	-676,490	-732,258	-838,107	-870,864	-999,723
Site 18	Flats 60	Grantham ar	400,000	480,000	-2,197,627	-2,335,603	-2,463,667	-2,643,204	-2,734,623	-2,953,277
Site 19	Flats 12	Grantham ar	400,000	480,000	-1,904,379	-2,017,570	-2,145,975	-2,290,608	-2,387,572	-2,563,646
Site 20	Flats 6	Grantham ar	400,000	480,000	-2,034,557	-2,165,835	-2,276,153	-2,443,897	-2,517,749	-2,721,960
Site 21	BtR Houses 60	Grantham ar	25,000	375,000	-468,573	-542,001	-539,916	-634,729	-611,826	-728,189
Site 22	BTR Flats 50	Grantham ar	400,000	480,000	-3,112,733	-3,265,800	-3,246,911	-3,442,496	-3,381,088	-3,619,896
Site 24	Land off Belton Lane	Great Goner	25,000	250,000	523,994	497,106	466,986	432,285	408,262	362,849
Site 25	Spitalgate Heath - (Souther	Grantham	25,000	250,000	232,814	223,360	212,875	200,765	192,316	174,950
Site 26	Rectory Farm	Grantham	25,000	250,000	486,701	461,272	432,266	398,801	376,727	332,933
Site 27	Prince William of Gloucest	Grantham	25,000	250,000	381,515	367,340	350,499	329,692	315,322	286,162
Site 29	Linchfield Road	The Deeping	25,000	250,000	498,745	463,393	427,270	378,987	350,711	291,595

Stamford Area

			EUV	BLV	Residual Value					
				% Market Housing	15.0%	15.0%	17.5%	17.5%	20.0%	20.0%
				% Affordable Housing	6.0%	15.0%	6.0%	17.5%	6.0%	20.0%
				% First Homes	15.0%	15.0%	17.5%	17.5%	20.0%	20.0%
Site 1	Large Green 450	Stamford &	25,000	375,000	1,244,460	1,214,389	1,170,135	1,131,712	1,095,811	1,047,323
Site 2	Green 150	Stamford &	25,000	375,000	1,037,070	1,000,415	945,032	897,317	851,478	793,390
Site 3	Green 60	Stamford &	25,000	375,000	1,337,479	1,286,600	1,211,544	1,145,313	1,083,519	1,002,891
Site 4	Green 25	Stamford &	25,000	375,000	1,577,885	1,527,690	1,443,126	1,378,987	1,308,366	1,229,504
Site 5	Green 16	Stamford &	25,000	375,000	1,584,809	1,537,891	1,454,423	1,394,472	1,324,037	1,251,053
Site 6	Green 9	Stamford &	50,000	400,000	2,146,696	2,082,549	1,955,920	1,873,954	1,765,144	1,665,359
Site 7	Green 6	Stamford &	50,000	400,000	2,301,702	2,237,555	2,090,387	2,008,422	1,879,072	1,779,288
Site 8	Green 3	Stamford &	50,000	400,000	1,936,377	1,870,371	1,704,204	1,619,862	1,472,030	1,368,257
Site 9	Green 9 LD	Stamford &	50,000	400,000	1,495,443	1,454,238	1,339,079	1,286,428	1,182,715	1,118,618
Site 10	Green 6 LD	Stamford &	50,000	400,000	1,532,772	1,490,007	1,370,489	1,315,845	1,208,206	1,141,683
Site 11	Green 3 LD	Stamford &	50,000	400,000	1,290,918	1,246,914	1,136,136	1,079,908	981,353	912,171
Site 15	Brown 16	Stamford &	400,000	480,000	2,384,554	2,300,599	2,144,230	2,036,953	1,903,905	1,773,308
Site 16	Brown 6	Stamford &	400,000	480,000	2,684,875	2,586,539	2,439,863	2,314,212	2,194,851	2,041,884
Site 17	Brown 3	Stamford &	400,000	480,000	2,026,036	1,938,027	1,819,695	1,705,024	1,610,870	1,471,271
Site 18	Flats 60	Stamford &	400,000	480,000	1,664,894	1,527,200	1,320,412	1,141,171	970,244	752,038
Site 19	Flats 12	Stamford &	400,000	480,000	1,582,697	1,466,429	1,261,204	1,108,333	933,993	746,246
Site 20	Flats 6	Stamford &	400,000	480,000	1,477,420	1,337,997	1,143,762	965,609	810,103	593,222
Site 28	Stamford North	Stamford	25,000	250,000	1,507,932	1,474,225	1,423,315	1,377,592	1,332,930	1,276,563

Appendix 15 – Policy Requirements

Grantham and Wider SKDC

Environmental Policies - Relative to Zero Carbon Ready

			EUV	BLV	Residual Value				
					Part L 2021	FHS Option 2	FHS Option 1	Zero Carbon	FHS Option 1 & District Heating
Site 1	Large Green 450	Grantham ar	25,000	375,000	433,286	414,697	357,442	319,137	271,352
Site 2	Green 150	Grantham ar	25,000	375,000	120,063	95,785	22,747	-28,107	-79,140
Site 3	Green 60	Grantham ar	25,000	375,000	136,852	104,899	5,576	-61,479	-128,855
Site 4	Green 25	Grantham ar	25,000	375,000	303,552	271,526	174,017	107,581	40,241
Site 5	Green 16	Grantham ar	25,000	375,000	344,527	313,832	221,746	159,285	94,858
Site 6	Green 9	Grantham ar	50,000	400,000	421,703	375,350	236,291	143,586	55,020
Site 7	Green 6	Grantham ar	50,000	400,000	380,669	329,151	174,596	71,559	-22,604
Site 8	Green 3	Grantham ar	50,000	400,000	-151,679	-211,230	-394,196	-517,627	-617,397
Site 9	Green 9 LD	Grantham ar	50,000	400,000	67,641	27,497	-92,935	-173,223	-239,578
Site 10	Green 6 LD	Grantham ar	50,000	400,000	61,814	20,829	-102,128	-184,099	-252,275
Site 11	Green 3 LD	Grantham ar	50,000	400,000	-101,119	-140,820	-262,797	-345,085	-411,598
Site 12	Brown 75	Grantham ar	400,000	480,000	-615,068	-664,132	-812,208	-911,919	-1,017,690
Site 13	Brown 40	Grantham ar	400,000	480,000	-641,262	-692,060	-844,453	-946,049	-1,055,986
Site 14	Brown 25	Grantham ar	400,000	480,000	-453,256	-510,069	-680,510	-794,137	-915,667
Site 15	Brown 16	Grantham ar	400,000	480,000	-775,559	-840,426	-1,035,027	-1,164,761	-1,291,882
Site 16	Brown 6	Grantham ar	400,000	480,000	-509,198	-572,917	-764,077	-891,516	-1,027,094
Site 17	Brown 3	Grantham ar	400,000	480,000	-651,640	-706,446	-870,864	-980,476	-1,100,308
Site 18	Flats 60	Grantham ar	400,000	480,000	-2,273,231	-2,388,579	-2,734,623	-2,965,320	-3,140,655
Site 19	Flats 12	Grantham ar	400,000	480,000	-1,988,381	-2,088,179	-2,387,572	-2,587,167	-2,738,865
Site 20	Flats 6	Grantham ar	400,000	480,000	-2,106,774	-2,209,518	-2,517,749	-2,723,237	-2,880,018
Site 21	BtR Houses 60	Grantham ar	25,000	375,000	-479,682	-512,577	-611,826	-678,653	-750,751
Site 22	BTR Flats 50	Grantham ar	400,000	480,000	-3,049,935	-3,132,723	-3,381,088	-3,546,664	-3,672,506
Site 24	Land off Belton Lane	Great Goner	25,000	250,000	480,836	463,055	408,262	371,700	326,104
Site 25	Spitalgate Heath - (Souther	Grantham	25,000	250,000	232,508	222,511	192,316	171,853	146,103
Site 26	Rectory Farm	Grantham	25,000	250,000	445,996	428,764	376,727	341,271	297,047
Site 27	Prince William of Gloucest	Grantham	25,000	250,000	374,846	359,984	315,322	284,945	246,929
Site 29	Linchfield Road	The Deeping	25,000	250,000	442,866	419,827	350,711	304,633	247,133
Site 30	Mill Drove	Bourne	25,000	250,000	367,610	348,401	289,948	250,228	200,685

Biodiversity Net Gain - Relative to 10% BNG

			EUV	BLV	Residual Value			
					10% BNG	20% BNG		Rainwater Harvesting
Site 1	Large Green 450	Grantham ar	25,000	375,000	357,442	356,555		314,397
Site 2	Green 150	Grantham ar	25,000	375,000	22,747	21,590		-28,150
Site 3	Green 60	Grantham ar	25,000	375,000	5,576	4,024		-61,639
Site 4	Green 25	Grantham ar	25,000	375,000	174,017	172,422		107,515
Site 5	Green 16	Grantham ar	25,000	375,000	221,746	220,260		158,372
Site 6	Green 9	Grantham ar	50,000	400,000	236,291	234,048		145,656
Site 7	Green 6	Grantham ar	50,000	400,000	174,596	172,102		75,996
Site 8	Green 3	Grantham ar	50,000	400,000	-394,196	-397,182		-505,796
Site 9	Green 9 LD	Grantham ar	50,000	400,000	-92,935	-94,877		-165,449
Site 10	Green 6 LD	Grantham ar	50,000	400,000	-102,128	-104,111		-176,162
Site 11	Green 3 LD	Grantham ar	50,000	400,000	-262,797	-264,788		-337,198
Site 12	Brown 75	Grantham ar	400,000	480,000	-812,208	-844,370		-914,949
Site 13	Brown 40	Grantham ar	400,000	480,000	-844,453	-877,224		-949,482
Site 14	Brown 25	Grantham ar	400,000	480,000	-680,510	-718,817		-798,088
Site 15	Brown 16	Grantham ar	400,000	480,000	-1,035,027	-1,078,753		-1,163,055
Site 16	Brown 6	Grantham ar	400,000	480,000	-764,077	-807,040		-895,586
Site 17	Brown 3	Grantham ar	400,000	480,000	-870,864	-907,820		-985,586
Site 18	Flats 60	Grantham ar	400,000	480,000	-2,734,623	-2,816,006		-2,937,639
Site 19	Flats 12	Grantham ar	400,000	480,000	-2,387,572	-2,457,983		-2,563,218
Site 20	Flats 6	Grantham ar	400,000	480,000	-2,517,749	-2,590,239		-2,698,581
Site 21	BtR Houses 60	Grantham ar	25,000	375,000	-611,826	-613,444		-681,288
Site 22	BTR Flats 50	Grantham ar	400,000	480,000	-3,381,088	-3,439,498		-3,526,797
Site 24	Land off Belton Lane	Great Goner	25,000	250,000	408,262	407,415		367,183
Site 25	Spitalgate Heath - (Souther	Grantham	25,000	250,000	192,316	191,849		169,315
Site 26	Rectory Farm	Grantham	25,000	250,000	376,727	375,906		336,887
Site 27	Prince William of Gloucest	Grantham	25,000	250,000	315,322	314,618		281,190
Site 29	Linchfield Road	The Deeping	25,000	250,000	350,711	349,643		298,922
Site 30	Mill Drove	Bourne	25,000	250,000	289,948	289,028		245,317

Accessible and Adaptable Standards - Relative to 95% M4(2) / 5% M4(3)

			EUV	**BLV**	**Residual Value**		
		Part M4(2)			100%	95%	90%
		Part M4(3)a				5%	10%
		Part M4(3)b					
Site 1	Large Green 450	Grantham ar	25,000	375,000	357,442	345,514	333,585
Site 2	Green 150	Grantham ar	25,000	375,000	22,747	8,710	-5,420
Site 3	Green 60	Grantham ar	25,000	375,000	5,576	-13,050	-31,677
Site 4	Green 25	Grantham ar	25,000	375,000	174,017	155,735	137,452
Site 5	Green 16	Grantham ar	25,000	375,000	221,746	204,284	186,684
Site 6	Green 9	Grantham ar	50,000	400,000	236,291	211,175	186,058
Site 7	Green 6	Grantham ar	50,000	400,000	174,596	147,272	119,948
Site 8	Green 3	Grantham ar	50,000	400,000	-394,196	-425,122	-456,049
Site 9	Green 9 LD	Grantham ar	50,000	400,000	-92,935	-113,030	-133,125
Site 10	Green 6 LD	Grantham ar	50,000	400,000	-102,128	-122,644	-143,160
Site 11	Green 3 LD	Grantham ar	50,000	400,000	-262,797	-283,415	-304,032
Site 12	Brown 75	Grantham ar	400,000	480,000	-812,208	-840,679	-869,150
Site 13	Brown 40	Grantham ar	400,000	480,000	-844,453	-873,558	-902,664
Site 14	Brown 25	Grantham ar	400,000	480,000	-680,510	-713,093	-745,676
Site 15	Brown 16	Grantham ar	400,000	480,000	-1,035,027	-1,070,506	-1,105,984
Site 16	Brown 6	Grantham ar	400,000	480,000	-764,077	-800,520	-836,963
Site 17	Brown 3	Grantham ar	400,000	480,000	-870,864	-902,655	-934,446
Site 18	Flats 60	Grantham ar	400,000	480,000	-2,734,623	-2,790,882	-2,847,141
Site 19	Flats 12	Grantham ar	400,000	480,000	-2,387,572	-2,436,246	-2,484,921
Site 20	Flats 6	Grantham ar	400,000	480,000	-2,517,749	-2,567,861	-2,617,972
Site 21	BtR Houses 60	Grantham ar	25,000	375,000	-611,826	-631,075	-650,324
Site 22	BTR Flats 50	Grantham ar	400,000	480,000	-3,381,088	-3,421,466	-3,461,845
Site 24	Land off Belton Lane	Great Goner	25,000	250,000	408,262	396,879	385,495
Site 25	Spitalgate Heath - (Souther	Grantham	25,000	250,000	192,316	185,984	179,594
Site 26	Rectory Farm	Grantham	25,000	250,000	376,727	365,687	354,647
Site 27	Prince William of Gloucest	Grantham	25,000	250,000	315,322	305,863	296,405
Site 29	Linchfield Road	The Deeping	25,000	250,000	350,711	336,359	322,008
Site 30	Mill Drove	Bourne	25,000	250,000	289,948	277,580	265,212

Stamford Area

Environmental Policies - Relative to Zero Carbon Ready

			EUV	BLV	Residual Value				
					Part L 2021	FHS Option 2	FHS Option 1	Zero Carbon	FHS Option 1 & District Heating
Site 1	Large Green 450	Stamford &	25,000	375,000	1,168,539	1,150,357	1,095,811	1,059,447	1,014,049
Site 2	Green 150	Stamford &	25,000	375,000	948,590	924,312	851,478	802,922	754,285
Site 3	Green 60	Stamford &	25,000	375,000	1,211,334	1,179,381	1,083,519	1,019,612	955,399
Site 4	Green 25	Stamford &	25,000	375,000	1,436,471	1,404,445	1,308,366	1,244,314	1,180,136
Site 5	Green 16	Stamford &	25,000	375,000	1,443,360	1,413,529	1,324,037	1,264,376	1,202,974
Site 6	Green 9	Stamford &	50,000	400,000	1,941,850	1,897,673	1,765,144	1,676,790	1,592,382
Site 7	Green 6	Stamford &	50,000	400,000	2,075,471	2,026,371	1,879,072	1,780,873	1,691,131
Site 8	Green 3	Stamford &	50,000	400,000	1,705,631	1,647,231	1,472,030	1,353,854	1,257,584
Site 9	Green 9 LD	Stamford &	50,000	400,000	1,335,752	1,297,493	1,182,715	1,106,196	1,044,495
Site 10	Green 6 LD	Stamford &	50,000	400,000	1,364,451	1,325,390	1,208,206	1,130,083	1,067,089
Site 11	Green 3 LD	Stamford &	50,000	400,000	1,137,088	1,098,154	981,353	902,569	838,389
Site 15	Brown 16	Stamford &	400,000	480,000	2,142,561	2,082,897	1,903,905	1,784,577	1,668,388
Site 16	Brown 6	Stamford &	400,000	480,000	2,429,280	2,370,673	2,194,851	2,077,637	1,952,937
Site 17	Brown 3	Stamford &	400,000	480,000	1,822,440	1,769,548	1,610,870	1,505,085	1,389,437
Site 18	Flats 60	Stamford &	400,000	480,000	1,387,984	1,283,549	970,244	761,375	602,629
Site 19	Flats 12	Stamford &	400,000	480,000	1,311,797	1,217,346	933,993	743,393	596,994
Site 20	Flats 6	Stamford &	400,000	480,000	1,206,725	1,107,569	810,103	611,792	461,071
Site 28	Stamford North	Stamford	25,000	250,000	1,424,269	1,401,434	1,332,930	1,287,260	1,230,296

Biodiversity Net Gain - Relative to 10% BNG

			EUV	BLV	Residual Value			
					10% BNG	20% BNG	Rainwater Harvesting	
Site 1	Large Green 450	Stamford &	25,000	375,000	1,095,811	1,094,969		1,054,948
Site 2	Green 150	Stamford &	25,000	375,000	851,478	850,354		802,881
Site 3	Green 60	Stamford &	25,000	375,000	1,083,519	1,082,039		1,019,459
Site 4	Green 25	Stamford &	25,000	375,000	1,308,366	1,306,816		1,244,251
Site 5	Green 16	Stamford &	25,000	375,000	1,324,037	1,322,593		1,263,505
Site 6	Green 9	Stamford &	50,000	400,000	1,765,144	1,763,005		1,678,763
Site 7	Green 6	Stamford &	50,000	400,000	1,879,072	1,876,696		1,785,102
Site 8	Green 3	Stamford &	50,000	400,000	1,472,030	1,469,204		1,365,270
Site 9	Green 9 LD	Stamford &	50,000	400,000	1,182,715	1,180,863		1,113,605
Site 10	Green 6 LD	Stamford &	50,000	400,000	1,208,206	1,206,316		1,137,648
Site 11	Green 3 LD	Stamford &	50,000	400,000	981,353	979,469		910,180
Site 15	Brown 16	Stamford &	400,000	480,000	1,903,905	1,863,686		1,786,146
Site 16	Brown 6	Stamford &	400,000	480,000	2,194,851	2,155,335		2,073,894
Site 17	Brown 3	Stamford &	400,000	480,000	1,610,870	1,575,204		1,500,154
Site 18	Flats 60	Stamford &	400,000	480,000	970,244	896,562		786,437
Site 19	Flats 12	Stamford &	400,000	480,000	933,993	867,354		766,506
Site 20	Flats 6	Stamford &	400,000	480,000	810,103	740,145		635,587
Site 28	Stamford North	Stamford	25,000	250,000	1,332,930	1,331,871		1,281,613

Accessible and Adaptable Standards - Relative to 95% M4(2) / 5% M4(3)

			EUV	**BLV**	**Residual Value**		
		Part M4(2)			100%	95%	90%
		Part M4(3)a				5%	10%
		Part M4(3)b					
Site 1	Large Green 450	Stamford &	25,000	375,000	1,095,811	1,084,487	1,073,163
Site 2	Green 150	Stamford &	25,000	375,000	851,478	838,011	824,544
Site 3	Green 60	Stamford &	25,000	375,000	1,083,519	1,065,767	1,048,015
Site 4	Green 25	Stamford &	25,000	375,000	1,308,366	1,290,599	1,272,831
Site 5	Green 16	Stamford &	25,000	375,000	1,324,037	1,307,263	1,290,488
Site 6	Green 9	Stamford &	50,000	400,000	1,765,144	1,741,206	1,717,269
Site 7	Green 6	Stamford &	50,000	400,000	1,879,072	1,853,032	1,826,991
Site 8	Green 3	Stamford &	50,000	400,000	1,472,030	1,442,765	1,413,273
Site 9	Green 9 LD	Stamford &	50,000	400,000	1,182,715	1,163,563	1,144,412
Site 10	Green 6 LD	Stamford &	50,000	400,000	1,208,206	1,188,653	1,169,100
Site 11	Green 3 LD	Stamford &	50,000	400,000	981,353	961,843	942,182
Site 15	Brown 16	Stamford &	400,000	480,000	1,903,905	1,871,272	1,838,639
Site 16	Brown 6	Stamford &	400,000	480,000	2,194,851	2,161,332	2,127,813
Site 17	Brown 3	Stamford &	400,000	480,000	1,610,870	1,580,189	1,549,507
Site 18	Flats 60	Stamford &	400,000	480,000	970,244	919,308	868,372
Site 19	Flats 12	Stamford &	400,000	480,000	933,993	887,926	841,860
Site 20	Flats 6	Stamford &	400,000	480,000	810,103	761,742	713,381
Site 28	Stamford North	Stamford	25,000	250,000	1,332,930	1,318,709	1,304,488

Appendix 16 – Affordable Housing

Grantham and Wider SKDC

			EUV	BLV	Residual Value								
					0%	5%	10%	15%	20%	25%	30%	35%	40%
Site 1	Large Green 450	Grantham ar	25,000	375,000	625,760	595,585	565,411	511,410	457,401	402,503	357,442	312,382	267,322
Site 2	Green 150	Grantham ar	25,000	375,000	297,109	264,759	232,408	177,822	123,232	68,644	22,747	-25,103	-73,047
Site 3	Green 60	Grantham ar	25,000	375,000	365,660	323,966	282,272	211,009	139,740	67,723	5,576	-56,789	-119,154
Site 4	Green 25	Grantham ar	25,000	375,000	558,785	515,550	472,316	394,788	317,119	239,454	174,017	107,628	40,468
Site 5	Green 16	Grantham ar	25,000	375,000	584,817	543,581	502,345	430,050	357,748	283,354	221,746	159,063	96,240
Site 6	Green 9	Grantham ar	50,000	400,000	754,889	695,682	636,476	533,178	428,982	323,644	236,291	148,939	61,587
Site 7	Green 6	Grantham ar	50,000	400,000	715,511	652,387	589,203	481,059	372,907	264,758	174,596	84,433	-5,729
Site 8	Green 3	Grantham ar	50,000	400,000	354,145	257,119	160,094	18,107	-123,888	-265,879	-394,196	-523,150	-652,104
Site 9	Green 9 LD	Grantham ar	50,000	400,000	252,351	212,405	172,460	103,180	33,895	-35,387	-92,935	-150,482	-209,105
Site 10	Green 6 LD	Grantham ar	50,000	400,000	247,124	206,902	166,679	96,483	26,280	-43,919	-102,128	-160,336	-220,018
Site 11	Green 3 LD	Grantham ar	50,000	400,000	236,097	171,413	106,729	12,072	-82,592	-177,252	-262,797	-348,767	-434,736
Site 12	Brown 75	Grantham ar	400,000	480,000	-473,172	-523,034	-572,896	-633,584	-694,275	-754,965	-812,208	-869,740	-927,272
Site 13	Brown 40	Grantham ar	400,000	480,000	-468,618	-523,686	-578,754	-646,439	-714,127	-781,814	-844,453	-907,093	-970,434
Site 14	Brown 25	Grantham ar	400,000	480,000	-256,068	-307,219	-360,150	-443,106	-526,204	-609,300	-680,510	-751,720	-822,930
Site 15	Brown 16	Grantham ar	400,000	480,000	-673,234	-719,049	-764,864	-834,816	-904,774	-974,728	-1,035,027	-1,095,326	-1,155,625
Site 16	Brown 6	Grantham ar	400,000	480,000	-317,535	-374,893	-432,774	-518,369	-603,969	-689,566	-764,077	-838,588	-913,099
Site 17	Brown 3	Grantham ar	400,000	480,000	-208,215	-301,461	-397,811	-518,506	-639,207	-759,905	-870,864	-981,823	-1,092,781
Site 18	Flats 60	Grantham ar	400,000	480,000	-1,986,294	-2,072,982	-2,160,430	-2,310,205	-2,459,994	-2,609,775	-2,734,623	-2,859,472	-2,984,320
Site 19	Flats 12	Grantham ar	400,000	480,000	-1,826,392	-1,901,670	-1,976,948	-2,082,643	-2,188,344	-2,294,042	-2,387,572	-2,481,102	-2,574,632
Site 20	Flats 6	Grantham ar	400,000	480,000	-1,826,392	-1,901,670	-1,976,948	-2,118,800	-2,260,665	-2,402,523	-2,517,749	-2,632,975	-2,748,810
Site 21	BtR Houses 60	Grantham ar	25,000	375,000	-586,811	-590,886	-594,961	-599,100	-603,342	-607,584	-611,826	-616,068	-620,310
Site 22	BTR Flats 50	Grantham ar	400,000	480,000	-3,355,039	-3,359,381	-3,363,722	-3,368,064	-3,372,405	-3,376,746	-3,381,088	-3,385,429	-3,389,771
Site 24	Land off Belton Lane	Great Goner	25,000	250,000	686,075	655,330	624,584	568,315	511,924	454,838	408,262	361,687	315,112
Site 25	Spitalgate Heath - (Souther	Grantham	25,000	250,000	351,087	332,213	313,339	281,992	250,469	218,846	192,316	165,613	138,850
Site 26	Rectory Farm	Grantham	25,000	250,000	641,551	612,144	582,736	528,876	475,012	421,150	376,727	332,082	287,437
Site 27	Prince William of Gloucest	Grantham	25,000	250,000	552,106	524,469	496,833	449,551	402,206	354,863	315,322	275,478	235,635
Site 29	Linchfield Road	The Deeping	25,000	250,000	651,243	616,329	581,415	521,212	461,005	400,799	350,711	300,622	250,533
Site 30	Mill Drove	Bourne	25,000	250,000	543,163	513,511	483,860	433,521	383,177	332,741	289,948	247,155	204,362

Stamford Area

			EUV	BLV	Residual Value								
					0%	5%	10%	15%	20%	25%	30%	35%	40%
Site 1	Large Green 450	Stamford &	25,000	375,000	1,580,111	1,535,831	1,491,552	1,386,550	1,281,536	1,176,528	1,095,811	1,015,095	934,378
Site 2	Green 150	Stamford &	25,000	375,000	1,369,911	1,322,309	1,274,706	1,162,439	1,050,158	937,884	851,478	765,073	678,667
Site 3	Green 60	Stamford &	25,000	375,000	1,762,477	1,700,854	1,639,231	1,491,722	1,344,196	1,196,679	1,083,519	970,360	857,200
Site 4	Green 25	Stamford &	25,000	375,000	2,041,849	1,967,011	1,892,172	1,738,499	1,584,631	1,430,771	1,308,366	1,185,961	1,063,556
Site 5	Green 16	Stamford &	25,000	375,000	2,012,014	1,943,417	1,874,820	1,729,454	1,584,073	1,438,700	1,324,037	1,209,374	1,094,711
Site 6	Green 9	Stamford &	50,000	400,000	2,741,235	2,637,133	2,533,030	2,331,305	2,129,560	1,927,826	1,765,144	1,602,462	1,439,780
Site 7	Green 6	Stamford &	50,000	400,000	2,938,571	2,820,567	2,702,563	2,486,937	2,271,291	2,055,656	1,879,072	1,702,489	1,525,906
Site 8	Green 3	Stamford &	50,000	400,000	2,897,012	2,722,334	2,547,655	2,272,466	1,992,252	1,712,049	1,472,030	1,228,208	983,460
Site 9	Green 9 LD	Stamford &	50,000	400,000	1,936,606	1,849,177	1,761,747	1,610,626	1,459,491	1,308,363	1,182,715	1,057,066	931,418
Site 10	Green 6 LD	Stamford &	50,000	400,000	1,973,857	1,885,301	1,796,746	1,643,109	1,489,458	1,335,814	1,208,206	1,080,597	952,989
Site 11	Green 3 LD	Stamford &	50,000	400,000	1,931,342	1,814,889	1,698,437	1,514,977	1,328,168	1,141,366	981,353	818,805	655,640
Site 15	Brown 16	Stamford &	400,000	480,000	3,121,105	2,995,677	2,870,248	2,615,769	2,361,264	2,106,771	1,903,905	1,701,038	1,498,171
Site 16	Brown 6	Stamford &	400,000	480,000	3,443,526	3,324,323	3,205,120	2,937,750	2,670,349	2,402,964	2,194,851	1,986,739	1,778,626
Site 17	Brown 3	Stamford &	400,000	480,000	3,136,287	2,963,351	2,790,416	2,483,545	2,176,647	1,869,166	1,610,870	1,352,574	1,094,278
Site 18	Flats 60	Stamford &	400,000	480,000	2,649,159	2,496,236	2,343,314	1,978,918	1,614,480	1,250,064	970,244	690,425	410,606
Site 19	Flats 12	Stamford &	400,000	480,000	2,358,865	2,223,646	2,088,427	1,786,324	1,484,188	1,176,175	933,993	689,064	442,111
Site 20	Flats 6	Stamford &	400,000	480,000	2,403,144	2,264,005	2,124,867	1,779,710	1,430,021	1,078,042	810,103	542,164	274,225
Site 28	Stamford North	Stamford	25,000	250,000	1,937,764	1,880,790	1,823,817	1,693,797	1,563,763	1,433,735	1,332,930	1,232,124	1,131,318

Appendix 17 – Affordable Housing Tenure

Grantham and Wider SKDC

Varied Affordable Housing - Tenure Mix, Affordable Rent

			EUV	BLV	Residual Value								
		Total Affordable			**0%**	**5%**	**10%**	**15%**	**20%**	**25%**	**30%**	**35%**	**40%**
		Affordable Rent						33.3%	50.0%	60.0%	60.0%	60.0%	60.0%
		Social rent											
		Shared Ownership				75.0%	75.0%	41.7%	25.0%	15.0%	15.0%	15.0%	15.0%
		First Homes				25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%
Site 1	Large Green 450	Grantham ar	25,000	375,000	625,760	595,585	565,411	511,410	457,401	402,503	357,442	312,382	267,322
Site 2	Green 150	Grantham ar	25,000	375,000	297,109	264,759	232,408	177,822	123,232	68,644	22,747	-25,103	-73,047
Site 3	Green 60	Grantham ar	25,000	375,000	365,660	323,966	282,272	211,009	139,740	67,723	5,576	-56,789	-119,154
Site 4	Green 25	Grantham ar	25,000	375,000	558,785	515,550	472,316	394,788	317,119	239,454	174,017	107,628	40,468
Site 5	Green 16	Grantham ar	25,000	375,000	584,817	543,581	502,345	430,050	357,748	283,354	221,746	159,063	96,240
Site 6	Green 9	Grantham ar	50,000	400,000	754,889	695,682	636,476	533,178	428,982	323,644	236,291	148,939	61,587
Site 7	Green 6	Grantham ar	50,000	400,000	715,511	652,387	589,203	481,059	372,907	264,758	174,596	84,433	-5,729
Site 8	Green 3	Grantham ar	50,000	400,000	354,145	257,119	160,094	18,107	-123,888	-265,879	-394,196	-523,150	-652,104
Site 9	Green 9 LD	Grantham ar	50,000	400,000	252,351	212,405	172,460	103,180	33,895	-35,387	-92,935	-150,482	-209,105
Site 10	Green 6 LD	Grantham ar	50,000	400,000	247,124	206,902	166,679	96,483	26,280	-43,919	-102,128	-160,336	-220,018
Site 11	Green 3 LD	Grantham ar	50,000	400,000	236,097	171,413	106,729	12,072	-82,592	-177,252	-262,797	-348,767	-434,736
Site 12	Brown 75	Grantham ar	400,000	480,000	-473,172	-523,034	-572,896	-633,584	-694,275	-754,965	-812,208	-869,740	-927,272
Site 13	Brown 40	Grantham ar	400,000	480,000	-468,618	-523,686	-578,754	-646,439	-714,127	-781,814	-844,453	-907,093	-970,434
Site 14	Brown 25	Grantham ar	400,000	480,000	-256,068	-307,219	-360,150	-443,106	-526,204	-609,300	-680,510	-751,720	-822,930
Site 15	Brown 16	Grantham ar	400,000	480,000	-673,234	-719,049	-764,864	-834,816	-904,774	-974,728	-1,035,027	-1,095,326	-1,155,625
Site 16	Brown 6	Grantham ar	400,000	480,000	-317,535	-374,893	-432,774	-518,369	-603,969	-689,566	-764,077	-838,588	-913,099
Site 17	Brown 3	Grantham ar	400,000	480,000	-208,215	-301,461	-397,811	-518,506	-639,207	-759,905	-870,864	-981,823	-1,092,781
Site 18	Flats 60	Grantham ar	400,000	480,000	-1,986,294	-2,072,982	-2,160,430	-2,310,205	-2,459,994	-2,609,775	-2,734,623	-2,859,472	-2,984,320
Site 19	Flats 12	Grantham ar	400,000	480,000	-1,826,392	-1,901,670	-1,976,948	-2,082,643	-2,188,344	-2,294,042	-2,387,572	-2,481,102	-2,574,632
Site 20	Flats 6	Grantham ar	400,000	480,000	-1,826,392	-1,901,670	-1,976,948	-2,118,800	-2,260,665	-2,402,523	-2,517,749	-2,632,975	-2,748,810
Site 21	BtR Houses 60	Grantham ar	25,000	375,000	-586,811	-590,886	-594,961	-599,100	-603,342	-607,584	-611,826	-616,068	-620,310
Site 22	BTR Flats 50	Grantham ar	400,000	480,000	-3,355,039	-3,359,381	-3,363,722	-3,368,064	-3,372,405	-3,376,746	-3,381,088	-3,385,429	-3,389,771
Site 24	Land off Belton Lane	Great Goner	25,000	250,000	686,075	655,330	624,584	568,315	511,924	454,838	408,262	361,687	315,112
Site 25	Spitalgate Heath - (Souther	Grantham	25,000	250,000	351,087	332,213	313,339	281,992	250,469	218,846	192,316	165,613	138,850
Site 26	Rectory Farm	Grantham	25,000	250,000	641,551	612,144	582,736	528,876	475,012	421,150	376,727	332,082	287,437
Site 27	Prince William of Gloucest	Grantham	25,000	250,000	552,106	524,469	496,833	449,551	402,206	354,863	315,322	275,478	235,635
Site 29	Linchfield Road	The Deeping	25,000	250,000	651,243	616,329	581,415	521,212	461,005	400,799	350,711	300,622	250,533
Site 30	Mill Drove	Bourne	25,000	250,000	543,163	513,511	483,860	433,521	383,177	332,741	289,948	247,155	204,362

Varied Affordabale Housing - Tenure Mix, Social Rent

			EUV	BLV	Residual Value								
		Total Affordable			**0%**	**5%**	**10%**	**15%**	**20%**	**25%**	**30%**	**35%**	**40%**
		Affordable Rent											
		Social rent						33.3%	50.0%	60.0%	60.0%	60.0%	60.0%
		Shared Ownership				75.0%	75.0%	41.7%	25.0%	15.0%	15.0%	15.0%	15.0%
		First Homes				25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%
Site 1	Large Green 450	Grantham ar	25,000	375,000	625,760	595,585	565,411	496,751	427,166	357,151	303,020	248,889	194,759
Site 2	Green 150	Grantham ar	25,000	375,000	297,109	264,759	232,408	161,531	90,646	19,469	-38,704	-96,905	-156,335
Site 3	Green 60	Grantham ar	25,000	375,000	365,660	323,966	282,272	189,297	96,312	-410	-76,445	-152,481	-231,208
Site 4	Green 25	Grantham ar	25,000	375,000	558,785	515,550	472,316	371,290	270,118	167,335	86,019	4,064	-77,891
Site 5	Green 16	Grantham ar	25,000	375,000	584,817	543,581	502,345	409,323	315,089	219,366	143,586	67,714	-8,159
Site 6	Green 9	Grantham ar	50,000	400,000	754,889	695,682	636,476	503,272	367,986	232,150	126,499	20,848	-84,802
Site 7	Green 6	Grantham ar	50,000	400,000	715,511	652,387	589,203	450,565	311,911	173,265	64,803	-43,658	-152,119
Site 8	Green 3	Grantham ar	50,000	400,000	354,145	257,119	160,094	-12,388	-184,884	-360,199	-508,144	-656,090	-804,035
Site 9	Green 9 LD	Grantham ar	50,000	400,000	252,351	212,405	172,460	83,284	-5,901	-95,081	-164,567	-235,928	-308,230
Site 10	Green 6 LD	Grantham ar	50,000	400,000	247,124	206,902	166,679	76,153	-14,384	-104,915	-175,323	-248,047	-321,305
Site 11	Green 3 LD	Grantham ar	50,000	400,000	236,097	171,413	106,729	-8,258	-123,256	-240,132	-338,763	-437,393	-536,023
Site 12	Brown 75	Grantham ar	400,000	480,000	-473,172	-523,034	-572,896	-666,155	-759,423	-854,229	-931,673	-1,009,116	-1,086,559
Site 13	Brown 40	Grantham ar	400,000	480,000	-468,618	-523,686	-578,754	-683,397	-788,050	-892,699	-978,201	-1,064,689	-1,151,176
Site 14	Brown 25	Grantham ar	400,000	480,000	-256,068	-307,219	-360,150	-486,365	-612,732	-739,091	-836,260	-933,428	-1,032,170
Site 15	Brown 16	Grantham ar	400,000	480,000	-673,234	-719,049	-764,864	-876,655	-988,459	-1,100,256	-1,185,660	-1,272,645	-1,360,010
Site 16	Brown 6	Grantham ar	400,000	480,000	-317,535	-374,893	-432,774	-566,405	-700,050	-833,688	-937,024	-1,040,359	-1,143,694
Site 17	Brown 3	Grantham ar	400,000	480,000	-208,215	-301,461	-397,811	-560,705	-723,613	-886,514	-1,022,795	-1,159,075	-1,298,098
Site 18	Flats 60	Grantham ar	400,000	480,000	-1,986,294	-2,072,982	-2,160,430	-2,379,696	-2,598,989	-2,818,269	-2,984,816	-3,151,362	-3,317,909
Site 19	Flats 12	Grantham ar	400,000	480,000	-1,826,392	-1,901,670	-1,976,948	-2,135,847	-2,294,763	-2,453,671	-2,579,127	-2,705,618	-2,834,076
Site 20	Flats 6	Grantham ar	400,000	480,000	-1,826,392	-1,901,670	-1,976,948	-2,183,709	-2,390,496	-2,597,270	-2,751,446	-2,908,769	-3,066,248
Site 21	BtR Houses 60	Grantham ar	25,000	375,000	-586,811	-590,886	-594,961	-599,100	-603,342	-607,584	-611,826	-616,068	-620,310
Site 22	BTR Flats 50	Grantham ar	400,000	480,000	-3,355,039	-3,359,381	-3,363,722	-3,368,064	-3,372,405	-3,376,746	-3,381,088	-3,385,429	-3,389,771
Site 24	Land off Belton Lane	Great Goner	25,000	250,000	686,075	655,330	624,584	554,401	483,291	411,888	356,723	301,558	246,392
Site 25	Spitalgate Heath - (Souther	Grantham	25,000	250,000	351,087	332,213	313,339	274,706	235,692	196,494	165,204	133,696	101,997
Site 26	Rectory Farm	Grantham	25,000	250,000	641,551	612,144	582,736	515,485	448,227	379,991	327,069	274,147	221,226
Site 27	Prince William of Gloucest	Grantham	25,000	250,000	552,106	524,469	496,833	438,368	379,839	320,820	274,107	227,150	179,740
Site 29	Linchfield Road	The Deeping	25,000	250,000	651,243	616,329	581,415	503,108	424,792	346,481	285,528	224,575	163,623
Site 30	Mill Drove	Bourne	25,000	250,000	543,163	513,511	483,860	418,344	352,689	285,606	233,386	181,166	128,946

Stamford Area

Varied Affordabale Housing - Tenure Mix, Affordable Rent													
			EUV	BLV	Residual Value								
	Total Affordable				0%	5%	10%	15%	20%	25%	30%	35%	40%
	Affordable Rent							33.3%	50.0%	60.0%	60.0%	60.0%	60.0%
		Social rent											
	Shared Ownership					75.0%	75.0%	41.7%	25.0%	15.0%	15.0%	15.0%	15.0%
		First Homes				25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%
Site 1	Large Green 450	Stamford &	25,000	375,000	1,580,111	1,535,831	1,491,552	1,386,550	1,281,536	1,176,528	1,095,811	1,015,095	934,378
Site 2	Green 150	Stamford &	25,000	375,000	1,369,911	1,322,309	1,274,706	1,162,439	1,050,158	937,884	851,478	765,073	678,667
Site 3	Green 60	Stamford &	25,000	375,000	1,762,477	1,700,854	1,639,231	1,491,722	1,344,196	1,196,679	1,083,519	970,360	857,200
Site 4	Green 25	Stamford &	25,000	375,000	2,041,849	1,967,011	1,892,172	1,738,499	1,584,631	1,430,771	1,308,366	1,185,961	1,063,556
Site 5	Green 16	Stamford &	25,000	375,000	2,012,014	1,943,417	1,874,820	1,729,454	1,584,073	1,438,700	1,324,037	1,209,374	1,094,711
Site 6	Green 9	Stamford &	50,000	400,000	2,741,235	2,637,133	2,533,030	2,331,305	2,129,560	1,927,826	1,765,144	1,602,462	1,439,780
Site 7	Green 6	Stamford &	50,000	400,000	2,938,571	2,820,567	2,702,563	2,486,937	2,271,291	2,055,656	1,879,072	1,702,489	1,525,906
Site 8	Green 3	Stamford &	50,000	400,000	2,897,012	2,722,334	2,547,655	2,272,466	1,992,252	1,712,049	1,472,030	1,228,208	983,460
Site 9	Green 9 LD	Stamford &	50,000	400,000	1,936,606	1,849,177	1,761,747	1,610,626	1,459,491	1,308,363	1,182,715	1,057,066	931,418
Site 10	Green 6 LD	Stamford &	50,000	400,000	1,973,857	1,885,301	1,796,746	1,643,109	1,489,458	1,335,814	1,208,206	1,080,597	952,989
Site 11	Green 3 LD	Stamford &	50,000	400,000	1,931,342	1,814,889	1,698,437	1,514,977	1,328,168	1,141,366	981,353	818,805	655,640
Site 15	Brown 16	Stamford &	400,000	480,000	3,121,105	2,995,677	2,870,248	2,615,769	2,361,264	2,106,771	1,903,905	1,701,038	1,498,171
Site 16	Brown 6	Stamford &	400,000	480,000	3,443,526	3,324,323	3,205,120	2,937,750	2,670,349	2,402,964	2,194,851	1,986,739	1,778,626
Site 17	Brown 3	Stamford &	400,000	480,000	3,136,287	2,963,351	2,790,416	2,483,545	2,176,647	1,869,166	1,610,870	1,352,574	1,094,278
Site 18	Flats 60	Stamford &	400,000	480,000	2,649,159	2,496,236	2,343,314	1,978,918	1,614,480	1,250,064	970,244	690,425	410,606
Site 19	Flats 12	Stamford &	400,000	480,000	2,358,865	2,223,646	2,088,427	1,786,324	1,484,188	1,176,175	933,993	689,064	442,111
Site 20	Flats 6	Stamford &	400,000	480,000	2,403,144	2,264,005	2,124,867	1,779,710	1,430,021	1,078,042	810,103	542,164	274,225
Site 28	Stamford North	Stamford	25,000	250,000	1,937,764	1,880,790	1,823,817	1,693,797	1,563,763	1,433,735	1,332,930	1,232,124	1,131,318

Varied Affordabale Housing - Tenure Mix, Social Rent													
			EUV	BLV	Residual Value								
	Total Affordable				0%	5%	10%	15%	20%	25%	30%	35%	40%
	Affordable Rent												
		Social rent						33.3%	50.0%	60.0%	60.0%	60.0%	60.0%
	Shared Ownership					75.0%	75.0%	41.7%	25.0%	15.0%	15.0%	15.0%	15.0%
		First Homes				25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%
Site 1	Large Green 450	Stamford &	25,000	375,000	1,580,111	1,535,831	1,491,552	1,372,209	1,252,852	1,133,502	1,044,180	954,787	864,741
Site 2	Green 150	Stamford &	25,000	375,000	1,369,911	1,322,309	1,274,706	1,146,147	1,017,572	889,004	792,823	696,642	600,461
Site 3	Green 60	Stamford &	25,000	375,000	1,762,477	1,700,854	1,639,231	1,470,010	1,300,768	1,131,536	1,005,348	879,160	752,972
Site 4	Green 25	Stamford &	25,000	375,000	2,041,849	1,967,011	1,892,172	1,714,957	1,537,630	1,360,270	1,223,764	1,087,259	950,753
Site 5	Green 16	Stamford &	25,000	375,000	2,012,014	1,943,417	1,874,820	1,708,728	1,542,616	1,376,514	1,249,414	1,122,314	995,214
Site 6	Green 9	Stamford &	50,000	400,000	2,741,235	2,637,133	2,533,030	2,302,242	2,071,428	1,840,627	1,660,506	1,480,384	1,300,263
Site 7	Green 6	Stamford &	50,000	400,000	2,938,571	2,820,567	2,702,563	2,457,874	2,213,159	1,968,457	1,774,435	1,580,412	1,386,389
Site 8	Green 3	Stamford &	50,000	400,000	2,897,012	2,722,334	2,547,655	2,242,560	1,932,435	1,622,323	1,363,164	1,100,117	837,070
Site 9	Green 9 LD	Stamford &	50,000	400,000	1,936,606	1,849,177	1,761,747	1,591,664	1,421,564	1,251,472	1,114,445	977,419	840,392
Site 10	Green 6 LD	Stamford &	50,000	400,000	1,973,857	1,885,301	1,796,746	1,623,733	1,450,704	1,277,682	1,138,447	999,213	859,978
Site 11	Green 3 LD	Stamford &	50,000	400,000	1,931,342	1,814,889	1,698,437	1,495,040	1,288,290	1,081,549	908,776	733,411	558,047
Site 15	Brown 16	Stamford &	400,000	480,000	3,121,105	2,995,677	2,870,248	2,577,349	2,284,416	1,991,500	1,765,580	1,539,659	1,313,738
Site 16	Brown 6	Stamford &	400,000	480,000	3,443,526	3,324,323	3,205,120	2,893,639	2,582,118	2,270,617	2,036,036	1,801,454	1,566,395
Site 17	Brown 3	Stamford &	400,000	480,000	3,136,287	2,963,351	2,790,416	2,443,671	2,096,891	1,747,175	1,464,480	1,181,786	899,091
Site 18	Flats 60	Stamford &	400,000	480,000	2,649,159	2,496,236	2,343,314	1,916,280	1,489,191	1,062,129	744,723	427,318	102,223
Site 19	Flats 12	Stamford &	400,000	480,000	2,358,865	2,223,646	2,088,427	1,737,467	1,386,464	1,025,339	751,449	473,734	196,019
Site 20	Flats 6	Stamford &	400,000	480,000	2,403,144	2,264,005	2,124,867	1,718,377	1,304,924	890,398	584,929	279,461	-26,007
Site 28	Stamford North	Stamford	25,000	250,000	1,937,764	1,880,790	1,823,817	1,676,104	1,528,373	1,380,651	1,269,228	1,157,806	1,046,383

Appendix 18 – First Homes Discount

Grantham and Wider SKDC

First Homes - with 30% Affordable Rent													
			EUV	BLV	Residual Value								
		Discount			30%	40%	50%		70%	70%	70%	70%	70%
		CAP			£250,000	£250,000	£250,000		£250,000	£225,000	£200,000	£175,000	£150,000
Site 1	Large Green 450	Grantham ar	25,000	375,000	357,442	337,877	317,460		357,442	355,008	350,680	340,326	324,435
Site 2	Green 150	Grantham ar	25,000	375,000	22,747	312	-22,798		22,747	20,872	17,106	6,135	-12,118
Site 3	Green 60	Grantham ar	25,000	375,000	5,576	-23,964	-55,186		5,576	45	-7,327	-21,734	-45,363
Site 4	Green 25	Grantham ar	25,000	375,000	174,017	143,299	112,141		174,017	174,017	169,505	148,809	121,432
Site 5	Green 16	Grantham ar	25,000	375,000	221,746	196,473	171,061		221,746	221,746	221,746	221,746	214,171
Site 6	Green 9	Grantham ar	50,000	400,000	236,291	203,950	171,609		236,291	236,291	236,291	236,291	223,142
Site 7	Green 6	Grantham ar	50,000	400,000	174,596	142,255	109,913		174,596	174,596	174,596	174,596	161,446
Site 8	Green 3	Grantham ar	50,000	400,000	-394,196	-394,196	-394,196		-394,196	-394,196	-394,196	-394,196	-394,196
Site 9	Green 9 LD	Grantham ar	50,000	400,000	-92,935	-114,094	-135,253		-92,935	-92,935	-92,935	-92,935	-101,538
Site 10	Green 6 LD	Grantham ar	50,000	400,000	-102,128	-123,689	-145,249		-102,128	-102,128	-102,128	-102,128	-110,894
Site 11	Green 3 LD	Grantham ar	50,000	400,000	-262,797	-262,797	-262,797		-262,797	-262,797	-262,797	-262,797	-262,797
Site 12	Brown 75	Grantham ar	400,000	480,000	-812,208	-850,283	-888,359		-812,208	-812,208	-812,208	-814,424	-835,199
Site 13	Brown 40	Grantham ar	400,000	480,000	-844,453	-883,819	-923,184		-844,453	-844,453	-844,453	-846,661	-873,206
Site 14	Brown 25	Grantham ar	400,000	480,000	-680,510	-721,603	-762,695		-680,510	-680,510	-680,510	-680,510	-691,862
Site 15	Brown 16	Grantham ar	400,000	480,000	-1,035,027	-1,072,639	-1,110,251		-1,035,027	-1,035,027	-1,035,027	-1,035,027	-1,035,027
Site 16	Brown 6	Grantham ar	400,000	480,000	-764,077	-807,107	-850,136		-764,077	-764,077	-764,077	-764,077	-768,187
Site 17	Brown 3	Grantham ar	400,000	480,000	-870,864	-870,864	-870,864		-870,864	-870,864	-870,864	-870,864	-870,864
Site 18	Flats 60	Grantham ar	400,000	480,000	-2,734,623	-2,807,026	-2,879,429		-2,734,623	-2,734,623	-2,734,623	-2,734,623	-2,734,623
Site 19	Flats 12	Grantham ar	400,000	480,000	-2,387,572	-2,451,002	-2,514,432		-2,387,572	-2,387,572	-2,387,572	-2,387,572	-2,387,572
Site 20	Flats 6	Grantham ar	400,000	480,000	-2,517,749	-2,581,180	-2,644,610		-2,517,749	-2,517,749	-2,517,749	-2,517,749	-2,517,749
Site 21	BtR Houses 60	Grantham ar	25,000	375,000	-611,826	-611,826	-611,826		-611,826	-611,826	-611,826	-611,826	-611,826
Site 22	BTR Flats 50	Grantham ar	400,000	480,000	-3,381,088	-3,381,088	-3,381,088		-3,381,088	-3,381,088	-3,381,088	-3,381,088	-3,381,088
Site 24	Land off Belton Lane	Great Goner	25,000	250,000	408,262	389,794	369,779		408,262	405,715	400,423	389,089	373,616
Site 25	Spitalgate Heath - (Souther	Grantham	25,000	250,000	192,316	182,217	171,173		192,316	190,866	187,927	181,671	173,128
Site 26	Rectory Farm	Grantham	25,000	250,000	376,727	358,919	339,451		376,727	373,958	368,585	357,539	342,457
Site 27	Prince William of Gloucest	Grantham	25,000	250,000	315,322	300,098	283,531		315,322	313,088	308,610	299,237	286,452
Site 29	Linchfield Road	The Deeping	25,000	250,000	350,711	326,664	302,331		350,711	347,535	343,217	332,018	313,574
Site 30	Mill Drove	Bourne	25,000	250,000	289,948	269,742	249,353		289,948	287,634	284,481	275,207	259,771

Stamford Area

First Homes - with 30% Affordable Rent													
			EUV	BLV	Residual Value								
		Discount			30%	40%	50%		70%	70%	70%	70%	70%
		CAP			£250,000	£250,000	£250,000		£250,000	£225,000	£200,000	£175,000	£150,000
Site 1	Large Green 450	Stamford &	25,000	375,000	1,095,811	1,080,654	1,058,718		1,095,811	1,082,493	1,066,788	1,049,592	1,032,397
Site 2	Green 150	Stamford &	25,000	375,000	851,478	832,655	806,464		851,478	836,853	818,888	798,837	778,786
Site 3	Green 60	Stamford &	25,000	375,000	1,083,519	1,060,871	1,030,733		1,083,519	1,065,008	1,041,666	1,015,309	988,952
Site 4	Green 25	Stamford &	25,000	375,000	1,308,366	1,285,523	1,245,408		1,308,366	1,282,013	1,255,660	1,229,306	1,202,953
Site 5	Green 16	Stamford &	25,000	375,000	1,324,037	1,291,493	1,258,948		1,324,037	1,324,037	1,312,468	1,285,438	1,258,408
Site 6	Green 9	Stamford &	50,000	400,000	1,765,144	1,724,363	1,683,582		1,765,144	1,765,144	1,750,647	1,716,775	1,682,904
Site 7	Green 6	Stamford &	50,000	400,000	1,879,072	1,838,291	1,797,510		1,879,072	1,879,072	1,864,576	1,830,704	1,796,833
Site 8	Green 3	Stamford &	50,000	400,000	1,472,030	1,472,030	1,472,030		1,472,030	1,472,030	1,472,030	1,472,030	1,472,030
Site 9	Green 9 LD	Stamford &	50,000	400,000	1,182,715	1,156,034	1,129,354		1,182,715	1,182,715	1,173,230	1,151,070	1,128,910
Site 10	Green 6 LD	Stamford &	50,000	400,000	1,208,206	1,181,019	1,153,831		1,208,206	1,208,206	1,198,541	1,175,960	1,153,380
Site 11	Green 3 LD	Stamford &	50,000	400,000	981,353	981,353	981,353		981,353	981,353	981,353	981,353	981,353
Site 15	Brown 16	Stamford &	400,000	480,000	1,903,905	1,849,899	1,795,892		1,903,905	1,903,905	1,884,706	1,839,851	1,794,995
Site 16	Brown 6	Stamford &	400,000	480,000	2,194,851	2,133,066	2,071,281		2,194,851	2,171,589	2,126,118	2,080,648	2,035,177
Site 17	Brown 3	Stamford &	400,000	480,000	1,610,870	1,610,870	1,610,870		1,610,870	1,610,870	1,610,870	1,610,870	1,610,870
Site 18	Flats 60	Stamford &	400,000	480,000	970,244	876,700	783,156		970,244	970,244	970,244	939,539	850,381
Site 19	Flats 12	Stamford &	400,000	480,000	933,993	848,085	760,816		933,993	933,993	933,993	905,794	823,770
Site 20	Flats 6	Stamford &	400,000	480,000	810,103	722,502	634,901		810,103	810,103	810,103	781,348	697,855
Site 28	Stamford North	Stamford	25,000	250,000	1,332,930	1,314,227	1,287,550		1,332,930	1,316,845	1,297,667	1,276,490	1,255,313

Appendix 19 – Developer Contributions

Grantham and Wider SKDC

Vareid Developer Contributions - NO AFFORDABLE HOUSING

			EUV	BLV	Residual Value																
					£0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000	£17,500	£20,000	£22,500	£25,000	£27,500	£30,000	£32,500	£35,000	£37,500	£40,000
Site 1	Large Green 450	Grantham ar	25,000	375,000	686,746	652,865	618,984	585,103	551,008	516,100	481,193	446,285	411,378	376,471	341,563	306,656	271,748	235,846	199,590	163,334	127,077
Site 2	Green 150	Grantham ar	25,000	375,000	368,147	328,681	289,216	249,751	210,285	170,820	131,355	91,889	52,424	12,355	-29,054	-70,464	-111,873	-153,370	-196,280	-239,190	-282,099
Site 3	Green 60	Grantham ar	25,000	375,000	459,659	407,438	355,216	302,994	250,773	198,551	146,329	94,099	40,043	-14,751	-69,546	-124,340	-179,134	-235,518	-292,301	-349,085	-405,869
Site 4	Green 25	Grantham ar	25,000	375,000	652,836	600,585	548,334	496,083	443,832	391,581	339,331	287,080	234,829	181,354	127,446	72,621	17,796	-37,029	-91,854	-146,679	-201,530
Site 5	Green 16	Grantham ar	25,000	375,000	681,443	627,761	574,080	520,399	466,718	413,037	359,356	304,164	248,927	193,276	136,951	80,625	24,300	-32,026	-88,352	-144,677	-201,323
Site 6	Green 9	Grantham ar	50,000	400,000	877,208	809,828	741,023	671,690	602,358	533,026	463,471	392,772	322,074	251,375	180,677	109,978	39,280	-31,419	-102,117	-172,815	-243,514
Site 7	Green 6	Grantham ar	50,000	400,000	840,309	770,977	701,431	630,732	560,034	489,335	418,637	347,938	277,240	206,541	135,843	65,145	-5,554	-76,252	-146,951	-217,649	-288,348
Site 8	Green 3	Grantham ar	50,000	400,000	481,403	410,704	340,006	269,307	198,609	127,910	57,212	-13,487	-84,185	-154,883	-225,582	-296,280	-367,807	-441,075	-514,344	-587,612	-660,880
Site 9	Green 9 LD	Grantham ar	50,000	400,000	335,084	289,282	243,118	196,953	150,789	104,624	58,460	12,295	-33,869	-80,034	-126,198	-172,363	-218,528	-265,640	-313,481	-361,322	-409,163
Site 10	Green 6 LD	Grantham ar	50,000	400,000	331,963	284,830	237,698	190,566	143,433	96,301	49,169	2,036	-45,096	-92,228	-139,360	-186,493	-233,625	-282,313	-331,159	-380,004	-428,850
Site 11	Green 3 LD	Grantham ar	50,000	400,000	320,935	273,803	226,670	179,538	132,406	85,274	38,141	-8,991	-56,123	-103,256	-150,388	-197,520	-245,205	-294,050	-342,896	-391,741	-440,587
Site 12	Brown 75	Grantham ar	400,000	480,000	-327,430	-408,398	-489,366	-570,334	-651,302	-732,270	-813,238	-894,840	-977,114	-1,059,389	-1,141,663	-1,223,938	-1,306,212	-1,388,486	-1,470,761	-1,553,035	-1,635,310
Site 13	Brown 40	Grantham ar	400,000	480,000	-320,371	-402,731	-485,090	-567,450	-649,809	-732,169	-814,528	-896,888	-979,247	-1,061,607	-1,145,185	-1,228,832	-1,312,480	-1,396,128	-1,479,775	-1,563,423	-1,647,071
Site 14	Brown 25	Grantham ar	400,000	480,000	-87,582	-181,185	-274,789	-370,672	-467,659	-564,646	-661,633	-758,620	-855,607	-952,595	-1,049,582	-1,146,569	-1,245,087	-1,343,617	-1,442,148	-1,540,679	-1,639,209
Site 15	Brown 16	Grantham ar	400,000	480,000	-497,191	-594,993	-692,795	-790,597	-888,399	-986,200	-1,084,002	-1,181,804	-1,279,606	-1,377,408	-1,475,608	-1,574,939	-1,674,271	-1,773,603	-1,872,934	-1,972,266	-2,071,597
Site 16	Brown 6	Grantham ar	400,000	480,000	-144,756	-240,744	-336,904	-436,366	-535,828	-635,290	-734,752	-834,214	-933,676	-1,033,138	-1,132,600	-1,232,062	-1,331,524	-1,430,987	-1,530,449	-1,629,911	-1,729,373
Site 17	Brown 3	Grantham ar	400,000	480,000	-36,884	-132,068	-227,251	-323,463	-422,090	-520,717	-619,343	-717,970	-816,597	-915,224	-1,013,851	-1,112,478	-1,211,105	-1,309,732	-1,408,359	-1,507,388	-1,607,511
Site 18	Flats 60	Grantham ar	400,000	480,000	-1,636,751	-1,830,942	-2,025,132	-2,222,273	-2,419,555	-2,616,836	-2,814,118	-3,011,400	-3,208,681	-3,405,963	-3,603,245	-3,800,526	-3,997,808	-4,195,090	-4,392,371	-4,590,832	-4,790,775
Site 19	Flats 12	Grantham ar	400,000	480,000	-1,513,087	-1,687,145	-1,861,204	-2,035,263	-2,209,321	-2,383,380	-2,557,438	-2,731,497	-2,905,556	-3,079,614	-3,253,993	-3,430,527	-3,607,061	-3,783,595	-3,960,129	-4,136,663	-4,313,197
Site 20	Flats 6	Grantham ar	400,000	480,000	-1,513,087	-1,687,145	-1,861,204	-2,035,263	-2,209,321	-2,383,380	-2,557,438	-2,731,497	-2,905,556	-3,079,614	-3,253,993	-3,430,527	-3,607,061	-3,783,595	-3,960,129	-4,136,663	-4,313,197
Site 21	BtR Houses 60	Grantham ar	25,000	375,000	-483,655	-540,964	-598,273	-656,231	-714,445	-772,658	-830,872	-889,085	-947,299	-1,005,513	-1,063,726	-1,121,940	-1,180,154	-1,238,367	-1,296,581	-1,354,795	-1,413,008
Site 22	BTR Flats 50	Grantham ar	400,000	480,000	-3,084,778	-3,234,923	-3,385,068	-3,535,214	-3,685,359	-3,835,504	-3,987,120	-4,138,984	-4,290,847	-4,442,711	-4,594,574	-4,746,438	-4,898,302	-5,050,165	-5,202,029	-5,353,892	-5,505,756
Site 24	Land off Belton Lane	Great Goner	25,000	250,000	744,544	712,061	679,579	647,096	614,246	580,851	547,456	514,062	480,667	447,272	413,878	380,483	347,063	312,491	277,920	243,348	208,777
Site 25	Spitalgate Heath - (Souther	Grantham	25,000	250,000	383,556	365,518	347,479	329,440	311,123	292,771	274,369	255,660	236,951	217,971	198,858	179,543	159,973	140,186	120,101	99,680	79,016
Site 26	Rectory Farm	Grantham	25,000	250,000	698,046	666,660	635,274	603,888	572,502	541,116	508,979	476,688	444,398	412,107	379,816	347,526	315,235	282,944	250,193	216,727	183,261
Site 27	Prince William of Gloucest	Grantham	25,000	250,000	600,004	573,394	546,757	519,629	492,501	465,373	437,937	410,212	382,486	354,467	326,056	297,645	268,675	239,480	210,014	179,926	149,683
Site 29	Linchfield Road	The Deeping	25,000	250,000	726,355	684,835	642,846	600,856	558,867	516,878	474,889	432,900	390,911	348,922	306,933	264,944	221,587	177,879	134,171	90,463	46,755
Site 30	Mill Drove	Bourne	25,000	250,000	606,101	571,135	536,169	501,204	466,238	431,028	394,879	358,730	322,581	286,432	250,282	214,133	177,984	141,835	105,686	69,024	31,213

Stamford Area

Vareid Developer Contributions - NO AFFORDABLE HOUSING																					
			EUV	BLV	Residual Value																
					£0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000	£17,500	£20,000	£22,500	£25,000	£27,500	£30,000	£32,500	£35,000	£37,500	£40,000
Site 1	Large Green 450	Stamford &	25,000	375,000	1,639,759	1,606,621	1,573,483	1,540,345	1,507,208	1,474,070	1,440,932	1,407,794	1,374,656	1,341,166	1,307,285	1,273,404	1,239,524	1,205,643	1,171,762	1,137,881	1,104,001
Site 2	Green 150	Stamford &	25,000	375,000	1,440,948	1,401,483	1,362,018	1,322,552	1,283,087	1,243,621	1,204,156	1,164,691	1,125,225	1,085,760	1,046,294	1,006,829	967,364	927,898	888,433	848,967	809,502
Site 3	Green 60	Stamford &	25,000	375,000	1,856,476	1,804,254	1,752,032	1,699,811	1,647,589	1,595,367	1,543,145	1,490,924	1,438,702	1,386,480	1,334,258	1,282,037	1,229,815	1,177,593	1,125,371	1,073,150	1,020,928
Site 4	Green 25	Stamford &	25,000	375,000	2,135,900	2,083,649	2,031,398	1,979,148	1,926,897	1,874,646	1,822,395	1,770,144	1,717,893	1,665,642	1,613,391	1,561,140	1,508,889	1,456,638	1,404,387	1,352,136	1,299,885
Site 5	Green 16	Stamford &	25,000	375,000	2,108,640	2,054,959	2,001,277	1,947,596	1,893,915	1,840,234	1,786,553	1,732,872	1,679,191	1,625,510	1,571,828	1,518,147	1,464,466	1,410,785	1,357,104	1,303,423	1,249,742
Site 6	Green 9	Stamford &	50,000	400,000	2,862,518	2,795,139	2,727,760	2,660,380	2,593,001	2,525,622	2,458,243	2,390,863	2,323,484	2,256,105	2,188,725	2,121,346	2,053,967	1,986,588	1,919,208	1,851,829	1,784,450
Site 7	Green 6	Stamford &	50,000	400,000	3,059,853	2,992,474	2,925,095	2,857,716	2,790,336	2,722,957	2,655,578	2,588,199	2,520,819	2,453,440	2,386,061	2,318,682	2,251,302	2,183,923	2,116,544	2,049,164	1,981,785
Site 8	Green 3	Stamford &	50,000	400,000	3,018,295	2,950,916	2,883,536	2,816,157	2,748,778	2,681,399	2,614,019	2,546,640	2,479,261	2,411,882	2,343,618	2,274,286	2,204,954	2,135,621	2,066,289	1,996,957	1,927,625
Site 9	Green 9 LD	Stamford &	50,000	400,000	2,015,801	1,971,804	1,927,807	1,883,809	1,839,812	1,795,815	1,751,818	1,707,821	1,663,823	1,619,826	1,575,829	1,531,832	1,487,835	1,443,837	1,399,840	1,355,843	1,311,846
Site 10	Green 6 LD	Stamford &	50,000	400,000	2,054,712	2,009,793	1,964,873	1,919,954	1,875,034	1,830,115	1,785,195	1,740,276	1,695,356	1,650,437	1,605,517	1,560,598	1,515,678	1,470,759	1,425,839	1,380,920	1,336,000
Site 11	Green 3 LD	Stamford &	50,000	400,000	2,012,197	1,967,277	1,922,358	1,877,438	1,832,519	1,787,599	1,742,680	1,697,760	1,652,841	1,607,921	1,562,412	1,516,191	1,469,969	1,423,748	1,377,526	1,331,305	1,285,083
Site 15	Brown 16	Stamford &	400,000	480,000	3,283,028	3,193,071	3,103,114	3,013,156	2,923,199	2,833,242	2,743,285	2,653,327	2,563,370	2,473,413	2,383,456	2,293,498	2,203,541	2,113,584	2,023,627	1,933,670	1,843,712
Site 16	Brown 6	Stamford &	400,000	480,000	3,608,193	3,516,712	3,425,230	3,333,748	3,242,266	3,150,785	3,059,303	2,967,821	2,876,340	2,784,858	2,693,376	2,601,894	2,510,413	2,418,931	2,327,449	2,235,967	2,144,486
Site 17	Brown 3	Stamford &	400,000	480,000	3,300,429	3,209,714	3,117,618	3,024,274	2,930,930	2,837,585	2,744,241	2,650,897	2,557,553	2,464,209	2,370,864	2,277,520	2,184,176	2,090,832	1,997,488	1,904,144	1,809,042
Site 18	Flats 60	Stamford &	400,000	480,000	2,970,668	2,792,052	2,613,435	2,434,819	2,256,202	2,077,586	1,898,969	1,720,353	1,541,736	1,363,120	1,184,503	1,005,887	827,270	648,654	470,037	290,689	105,258
Site 19	Flats 12	Stamford &	400,000	480,000	2,647,033	2,486,940	2,326,847	2,166,754	2,006,661	1,846,568	1,686,475	1,526,382	1,365,734	1,201,001	1,036,268	871,534	704,349	536,369	368,390	200,411	32,431
Site 20	Flats 6	Stamford &	400,000	480,000	2,699,664	2,534,931	2,370,197	2,205,464	2,040,731	1,875,997	1,711,264	1,544,245	1,376,266	1,208,287	1,040,307	872,328	704,349	536,369	368,390	200,411	32,431
Site 28	Stamford North	Stamford	25,000	250,000	2,012,837	1,971,129	1,929,422	1,887,715	1,846,008	1,804,301	1,762,594	1,720,887	1,679,179	1,637,472	1,595,765	1,554,058	1,512,351	1,470,644	1,428,936	1,387,229	1,345,522

Appendix 20 – Sensitivity Testing – Costs and Values

Grantham and Wider SKDC

VALUE			**EUV**	**BLV**	**Residual Value**					
	Change in Value				-10%	-5%	**0%**	+5%	+10%	+15%
Site 1	Large Green 450	Grantham ar	25,000	375,000	207,390	332,179	**456,494**	577,638	698,594	819,541
Site 2	Green 150	Grantham ar	25,000	375,000	-159,638	-15,611	**122,082**	257,603	393,123	528,644
Site 3	Green 60	Grantham ar	25,000	375,000	-233,162	-44,173	**138,229**	314,093	489,956	665,820
Site 4	Green 25	Grantham ar	25,000	375,000	-68,630	126,575	**315,537**	501,578	687,618	873,658
Site 5	Green 16	Grantham ar	25,000	375,000	-15,317	171,845	**356,217**	534,636	713,010	891,385
Site 6	Green 9	Grantham ar	50,000	400,000	-122,045	152,305	**426,655**	696,638	960,785	1,222,255
Site 7	Green 6	Grantham ar	50,000	400,000	-236,718	66,791	**370,300**	673,809	972,200	1,267,524
Site 8	Green 3	Grantham ar	50,000	400,000	-804,146	-462,457	**-126,924**	202,304	531,532	860,759
Site 9	Green 9 LD	Grantham ar	50,000	400,000	-433,448	-196,532	**31,843**	260,218	485,271	704,121
Site 10	Green 6 LD	Grantham ar	50,000	400,000	-450,435	-208,896	**24,185**	256,915	489,362	717,594
Site 11	Green 3 LD	Grantham ar	50,000	400,000	-536,098	-308,305	**-84,616**	134,869	354,354	573,840
Site 12	Brown 75	Grantham ar	400,000	480,000	-1,119,081	-860,696	**-605,985**	-352,355	-104,586	137,437
Site 13	Brown 40	Grantham ar	400,000	480,000	-1,133,486	-871,513	**-612,493**	-353,472	-100,613	148,401
Site 14	Brown 25	Grantham ar	400,000	480,000	-1,095,937	-799,689	**-505,566**	-214,452	68,945	349,938
Site 15	Brown 16	Grantham ar	400,000	480,000	-1,563,184	-1,229,567	**-901,681**	-573,796	-249,261	66,666
Site 16	Brown 6	Grantham ar	400,000	480,000	-1,252,974	-922,679	**-592,385**	-264,253	53,995	372,244
Site 17	Brown 3	Grantham ar	400,000	480,000	-1,186,949	-907,572	**-628,196**	-348,819	-77,195	191,993
Site 18	Flats 60	Grantham ar	400,000	480,000	-3,489,921	-2,954,388	**-2,418,854**	-1,885,060	-1,359,383	-833,706
Site 19	Flats 12	Grantham ar	400,000	480,000	-3,145,776	-2,670,506	**-2,201,201**	-1,731,897	-1,262,592	-793,287
Site 20	Flats 6	Grantham ar	400,000	480,000	-3,145,776	-2,670,506	**-2,201,201**	-1,731,897	-1,262,592	-793,287
Site 21	BtR Houses 60	Grantham ar	25,000	375,000	-919,966	-762,477	**-604,988**	-450,141	-295,551	-141,347
Site 22	BTR Flats 50	Grantham ar	400,000	480,000	-4,023,299	-3,725,409	**-3,431,268**	-3,138,861	-2,846,454	-2,554,047
Site 24	Land off Belton Lane	Great Goner	25,000	250,000	186,440	297,888	**407,415**	515,950	622,940	729,930
Site 25	Spitalgate Heath - (Souther	Grantham	25,000	250,000	68,776	131,552	**191,849**	250,705	308,878	367,050
Site 26	Rectory Farm	Grantham	25,000	250,000	164,579	270,651	**375,906**	478,970	581,554	684,137
Site 27	Prince William of Glouceste	Grantham	25,000	250,000	130,201	224,077	**314,618**	403,186	490,473	577,113
Site 29	Linchfield Road	The Deeping	25,000	250,000	84,952	218,731	**349,643**	479,348	607,987	734,243
Site 30	Mill Drove	Bourne	25,000	250,000	64,419	176,815	**289,028**	398,069	506,163	614,073

BCIS			**EUV**	**BLV**	**Residual Value**					
	Change in BCIS				-10%	-5%	**0%**	+5%	+10%	+15%
Site 1	Large Green 450	Grantham ar	25,000	375,000	657,957	557,240	**456,494**	352,725	248,956	142,892
Site 2	Green 150	Grantham ar	25,000	375,000	385,440	253,761	**122,082**	-11,311	-149,861	-293,032
Site 3	Green 60	Grantham ar	25,000	375,000	484,217	311,223	**138,229**	-40,383	-223,572	-411,679
Site 4	Green 25	Grantham ar	25,000	375,000	662,054	488,796	**315,537**	139,888	-41,807	-225,053
Site 5	Green 16	Grantham ar	25,000	375,000	682,082	519,172	**356,217**	188,070	17,135	-153,801
Site 6	Green 9	Grantham ar	50,000	400,000	923,558	677,485	**426,655**	171,835	-82,985	-340,963
Site 7	Green 6	Grantham ar	50,000	400,000	936,992	655,858	**370,300**	84,742	-200,816	-494,056
Site 8	Green 3	Grantham ar	50,000	400,000	538,437	205,757	**-126,924**	-465,540	-810,313	-1,155,086
Site 9	Green 9 LD	Grantham ar	50,000	400,000	478,336	256,682	**31,843**	-192,996	-425,419	-658,649
Site 10	Green 6 LD	Grantham ar	50,000	400,000	483,130	253,738	**24,185**	-205,367	-443,150	-681,046
Site 11	Green 3 LD	Grantham ar	50,000	400,000	358,958	137,171	**-84,616**	-310,360	-540,209	-770,057
Site 12	Brown 75	Grantham ar	400,000	480,000	-65,436	-332,493	**-605,985**	-880,216	-1,158,120	-1,436,025
Site 13	Brown 40	Grantham ar	400,000	480,000	-61,507	-333,633	**-612,493**	-891,352	-1,172,173	-1,455,393
Site 14	Brown 25	Grantham ar	400,000	480,000	94,382	-201,733	**-505,566**	-812,385	-1,120,065	-1,431,767
Site 15	Brown 16	Grantham ar	400,000	480,000	-191,004	-544,148	**-901,681**	-1,259,215	-1,621,367	-1,984,493
Site 16	Brown 6	Grantham ar	400,000	480,000	86,963	-247,769	**-592,385**	-939,231	-1,286,078	-1,632,924
Site 17	Brown 3	Grantham ar	400,000	480,000	-40,246	-330,127	**-628,196**	-926,264	-1,224,332	-1,525,240
Site 18	Flats 60	Grantham ar	400,000	480,000	-1,167,269	-1,789,003	**-2,418,854**	-3,050,485	-3,682,116	-4,315,215
Site 19	Flats 12	Grantham ar	400,000	480,000	-1,086,645	-1,643,923	**-2,201,201**	-2,758,479	-3,319,975	-3,885,178
Site 20	Flats 6	Grantham ar	400,000	480,000	-1,086,645	-1,643,923	**-2,201,201**	-2,758,479	-3,319,975	-3,885,178
Site 21	BtR Houses 60	Grantham ar	25,000	375,000	-249,793	-427,262	**-604,988**	-785,260	-965,531	-1,145,802
Site 22	BTR Flats 50	Grantham ar	400,000	480,000	-2,541,055	-2,986,161	**-3,431,268**	-3,877,721	-4,327,922	-4,778,122
Site 24	Land off Belton Lane	Great Goner	25,000	250,000	597,455	503,170	**407,415**	310,482	212,503	112,154
Site 25	Spitalgate Heath - (Souther	Grantham	25,000	250,000	297,389	244,933	**191,849**	137,152	80,421	20,508
Site 26	Rectory Farm	Grantham	25,000	250,000	559,005	467,638	**375,906**	281,905	187,905	90,894
Site 27	Prince William of Glouceste	Grantham	25,000	250,000	470,810	393,511	**314,618**	233,633	149,973	62,149
Site 29	Linchfield Road	The Deeping	25,000	250,000	591,936	471,801	**349,643**	227,485	102,705	-25,972
Site 30	Mill Drove	Bourne	25,000	250,000	493,593	391,737	**289,028**	183,724	78,421	-31,635

Stamford Area

VALUE			**EUV**	**BLV**	**Residual Value**					
		Change in Value			-10%	-5%	**0%**	+5%	+10%	+15%
Site 1	Large Green 450	Stamford &	25,000	375,000	962,920	1,122,587	**1,280,675**	1,437,537	1,593,595	1,749,632
Site 2	Green 150	Stamford &	25,000	375,000	689,292	869,357	**1,049,008**	1,227,229	1,404,326	1,581,391
Site 3	Green 60	Stamford &	25,000	375,000	874,386	1,108,735	**1,342,685**	1,575,257	1,806,203	2,037,104
Site 4	Green 25	Stamford &	25,000	375,000	1,093,900	1,338,974	**1,583,049**	1,823,680	2,064,312	2,304,943
Site 5	Green 16	Stamford &	25,000	375,000	1,103,204	1,342,895	**1,582,586**	1,822,276	2,061,967	2,301,658
Site 6	Green 9	Stamford &	50,000	400,000	1,435,454	1,781,398	**2,127,343**	2,473,288	2,819,233	3,165,178
Site 7	Green 6	Stamford &	50,000	400,000	1,503,382	1,886,095	**2,268,807**	2,651,520	3,034,232	3,416,945
Site 8	Green 3	Stamford &	50,000	400,000	1,129,206	1,562,099	**1,989,275**	2,415,284	2,830,427	3,245,570
Site 9	Green 9 LD	Stamford &	50,000	400,000	881,592	1,169,564	**1,457,536**	1,745,508	2,033,479	2,321,451
Site 10	Green 6 LD	Stamford &	50,000	400,000	900,536	1,193,999	**1,487,462**	1,780,925	2,074,388	2,367,851
Site 11	Green 3 LD	Stamford &	50,000	400,000	752,804	1,041,399	**1,326,183**	1,610,189	1,886,951	2,163,713
Site 15	Brown 16	Stamford &	400,000	480,000	1,636,223	2,107,026	**2,577,829**	3,048,632	3,519,435	3,990,238
Site 16	Brown 6	Stamford &	400,000	480,000	1,977,861	2,452,123	**2,926,385**	3,400,647	3,860,881	4,320,726
Site 17	Brown 3	Stamford &	400,000	480,000	1,577,084	1,996,102	**2,408,879**	2,821,657	3,232,526	3,633,676
Site 18	Flats 60	Stamford &	400,000	480,000	578,030	1,269,936	**1,961,842**	2,653,748	3,345,654	4,037,560
Site 19	Flats 12	Stamford &	400,000	480,000	482,820	1,125,165	**1,750,204**	2,367,912	2,985,620	3,603,328
Site 20	Flats 6	Stamford &	400,000	480,000	482,820	1,130,957	**1,776,841**	2,412,453	3,040,256	3,657,964
Site 28	Stamford North	Stamford	25,000	250,000	982,330	1,157,411	**1,331,871**	1,504,192	1,674,997	1,845,760

BCIS			**EUV**	**BLV**	**Residual Value**					
		Change in BCIS			-10%	-5%	**0%**	+5%	+10%	+15%
Site 1	Large Green 450	Stamford &	25,000	375,000	1,477,692	1,379,183	**1,280,675**	1,182,166	1,082,620	981,903
Site 2	Green 150	Stamford &	25,000	375,000	1,312,365	1,180,687	**1,049,008**	917,329	785,650	653,971
Site 3	Green 60	Stamford &	25,000	375,000	1,688,673	1,515,679	**1,342,685**	1,169,691	996,697	823,703
Site 4	Green 25	Stamford &	25,000	375,000	1,929,566	1,756,308	**1,583,049**	1,409,791	1,236,532	1,063,274
Site 5	Green 16	Stamford &	25,000	375,000	1,908,407	1,745,496	**1,582,586**	1,419,675	1,256,765	1,093,854
Site 6	Green 9	Stamford &	50,000	400,000	2,613,056	2,370,200	**2,127,343**	1,884,487	1,641,630	1,398,773
Site 7	Green 6	Stamford &	50,000	400,000	2,813,110	2,540,958	**2,268,807**	1,996,656	1,724,505	1,452,353
Site 8	Green 3	Stamford &	50,000	400,000	2,634,264	2,315,527	**1,989,275**	1,663,023	1,335,033	1,002,352
Site 9	Green 9 LD	Stamford &	50,000	400,000	1,886,102	1,671,819	**1,457,536**	1,243,253	1,028,969	814,686
Site 10	Green 6 LD	Stamford &	50,000	400,000	1,925,012	1,706,237	**1,487,462**	1,268,687	1,049,911	831,136
Site 11	Green 3 LD	Stamford &	50,000	400,000	1,756,176	1,543,685	**1,326,183**	1,108,682	890,022	668,235
Site 15	Brown 16	Stamford &	400,000	480,000	3,235,540	2,906,684	**2,577,829**	2,248,973	1,920,117	1,591,262
Site 16	Brown 6	Stamford &	400,000	480,000	3,564,419	3,245,402	**2,926,385**	2,607,368	2,288,351	1,969,334
Site 17	Brown 3	Stamford &	400,000	480,000	2,973,085	2,690,982	**2,408,879**	2,126,776	1,843,583	1,555,922
Site 18	Flats 60	Stamford &	400,000	480,000	3,105,584	2,533,713	**1,961,842**	1,389,971	818,100	244,187
Site 19	Flats 12	Stamford &	400,000	480,000	2,775,334	2,262,769	**1,750,204**	1,233,356	703,465	165,651
Site 20	Flats 6	Stamford &	400,000	480,000	2,829,970	2,304,262	**1,776,841**	1,241,279	703,465	165,651
Site 28	Stamford North	Stamford	25,000	250,000	1,574,025	1,452,948	**1,331,871**	1,210,794	1,089,718	968,167

Appendix 21 – Sensitivity Testing – BLV

Grantham and Wider SKDC

		EUV	BLV	Residual Value											
	BLV			Base Assump-tion	£250,000	£300,000	£350,000	£400,000	£450,000	£500,000	£550,000	£600,000	£650,000	£700,000	£750,000
Large Green 450	Grantham and Wid	25,000	375,000	**357,442**	357,442	357,442	357,442	357,442	357,442	357,442	357,442	357,442	357,442	357,442	357,442
Green 150	Grantham and Wid	25,000	375,000	**22,747**	22,747	22,747	22,747	22,747	22,747	22,747	22,747	22,747	22,747	22,747	22,747
Green 60	Grantham and Wid	25,000	375,000	**5,576**	5,576	5,576	5,576	5,576	5,576	5,576	5,576	5,576	5,576	5,576	5,576
Green 25	Grantham and Wid	25,000	375,000	**174,017**	174,017	174,017	174,017	174,017	174,017	174,017	174,017	174,017	174,017	174,017	174,017
Green 16	Grantham and Wid	25,000	375,000	**221,746**	221,746	221,746	221,746	221,746	221,746	221,746	221,746	221,746	221,746	221,746	221,746
Green 9	Grantham and Wid	50,000	400,000	**236,291**	236,291	236,291	236,291	236,291	236,291	236,291	236,291	236,291	236,291	236,291	236,291
Green 6	Grantham and Wid	50,000	400,000	**174,596**	174,596	174,596	174,596	174,596	174,596	174,596	174,596	174,596	174,596	174,596	174,596
Green 3	Grantham and Wid	50,000	400,000	**-394,196**	-394,196	-394,196	-394,196	-394,196	-394,196	-394,196	-394,196	-394,196	-394,196	-394,196	-394,196
Green 9 LD	Grantham and Wid	50,000	400,000	**-92,935**	-92,935	-92,935	-92,935	-92,935	-92,935	-92,935	-92,935	-92,935	-92,935	-92,935	-92,935
Green 6 LD	Grantham and Wid	50,000	400,000	**-102,128**	-102,128	-102,128	-102,128	-102,128	-102,128	-102,128	-102,128	-102,128	-102,128	-102,128	-102,128
Green 3 LD	Grantham and Wid	50,000	400,000	**-262,797**	-262,797	-262,797	-262,797	-262,797	-262,797	-262,797	-262,797	-262,797	-262,797	-262,797	-262,797
Brown 75	Grantham and Wid	400,000	480,000	**-812,208**	-812,208	-812,208	-812,208	-812,208	-812,208	-812,208	-812,208	-812,208	-812,208	-812,208	-812,208
Brown 40	Grantham and Wid	400,000	480,000	**-844,453**	-844,453	-844,453	-844,453	-844,453	-844,453	-844,453	-844,453	-844,453	-844,453	-844,453	-844,453
Brown 25	Grantham and Wid	400,000	480,000	**-680,510**	-680,510	-680,510	-680,510	-680,510	-680,510	-680,510	-680,510	-680,510	-680,510	-680,510	-680,510
Brown 16	Grantham and Wid	400,000	480,000	**-1,035,027**	-1,035,027	-1,035,027	-1,035,027	-1,035,027	-1,035,027	-1,035,027	-1,035,027	-1,035,027	-1,035,027	-1,035,027	-1,035,027
Brown 6	Grantham and Wid	400,000	480,000	**-764,077**	-764,077	-764,077	-764,077	-764,077	-764,077	-764,077	-764,077	-764,077	-764,077	-764,077	-764,077
Brown 3	Grantham and Wid	400,000	480,000	**-870,864**	-870,864	-870,864	-870,864	-870,864	-870,864	-870,864	-870,864	-870,864	-870,864	-870,864	-870,864
Flats 60	Grantham and Wid	400,000	480,000	**-2,734,623**	-2,734,623	-2,734,623	-2,734,623	-2,734,623	-2,734,623	-2,734,623	-2,734,623	-2,734,623	-2,734,623	-2,734,623	-2,734,623
Flats 12	Grantham and Wid	400,000	480,000	**-2,387,572**	-2,387,572	-2,387,572	-2,387,572	-2,387,572	-2,387,572	-2,387,572	-2,387,572	-2,387,572	-2,387,572	-2,387,572	-2,387,572
Flats 6	Grantham and Wid	400,000	480,000	**-2,517,749**	-2,517,749	-2,517,749	-2,517,749	-2,517,749	-2,517,749	-2,517,749	-2,517,749	-2,517,749	-2,517,749	-2,517,749	-2,517,749
BtR Houses 60	Grantham and Wid	25,000	375,000	**-611,826**	-611,826	-611,826	-611,826	-611,826	-611,826	-611,826	-611,826	-611,826	-611,826	-611,826	-611,826
BTR Flats 50	Grantham and Wid	400,000	480,000	**-3,381,088**	-3,381,088	-3,381,088	-3,381,088	-3,381,088	-3,381,088	-3,381,088	-3,381,088	-3,381,088	-3,381,088	-3,381,088	-3,381,088
Land off Belton Lane	Great Gonerby	25,000	250,000	**408,262**	408,262	408,262	408,262	408,262	408,262	408,262	408,262	408,262	408,262	408,262	408,262
Spitalgate Heath - (Southern	Grantham	25,000	250,000	**192,316**	192,316	192,316	192,316	192,316	192,316	192,316	192,316	192,316	192,316	192,316	192,316
Rectory Farm	Grantham	25,000	250,000	**376,727**	376,727	376,727	376,727	376,727	376,727	376,727	376,727	376,727	376,727	376,727	376,727
Prince William of Gloucester	Grantham	25,000	250,000	**315,322**	315,322	315,322	315,322	315,322	315,322	315,322	315,322	315,322	315,322	315,322	315,322
Linchfield Road	The Deepings	25,000	250,000	**350,711**	350,711	350,711	350,711	350,711	350,711	350,711	350,711	350,711	350,711	350,711	350,711
Mill Drove	Bourne	25,000	250,000	**289,948**	289,948	289,948	289,948	289,948	289,948	289,948	289,948	289,948	289,948	289,948	289,948

Stamford Area

		EUV	BLV	Residual Value											
	BLV			Base Assumption	£250,000	£300,000	£350,000	£400,000	£450,000	£500,000	£550,000	£600,000	£650,000	£700,000	£750,000
Large Green 450	Stamford & South	25,000	375,000	**1,095,811**	1,095,811	1,095,811	1,095,811	1,095,811	1,095,811	1,095,811	1,095,811	1,095,811	1,095,811	1,095,811	1,095,811
Green 150	Stamford & South	25,000	375,000	**851,478**	851,478	851,478	851,478	851,478	851,478	851,478	851,478	851,478	851,478	851,478	851,478
Green 60	Stamford & South	25,000	375,000	**1,083,519**	1,083,519	1,083,519	1,083,519	1,083,519	1,083,519	1,083,519	1,083,519	1,083,519	1,083,519	1,083,519	1,083,519
Green 25	Stamford & South	25,000	375,000	**1,308,366**	1,308,366	1,308,366	1,308,366	1,308,366	1,308,366	1,308,366	1,308,366	1,308,366	1,308,366	1,308,366	1,308,366
Green 16	Stamford & South	25,000	375,000	**1,324,037**	1,324,037	1,324,037	1,324,037	1,324,037	1,324,037	1,324,037	1,324,037	1,324,037	1,324,037	1,324,037	1,324,037
Green 9	Stamford & South	50,000	400,000	**1,765,144**	1,765,144	1,765,144	1,765,144	1,765,144	1,765,144	1,765,144	1,765,144	1,765,144	1,765,144	1,765,144	1,765,144
Green 6	Stamford & South	50,000	400,000	**1,879,072**	1,879,072	1,879,072	1,879,072	1,879,072	1,879,072	1,879,072	1,879,072	1,879,072	1,879,072	1,879,072	1,879,072
Green 3	Stamford & South	50,000	400,000	**1,472,030**	1,472,030	1,472,030	1,472,030	1,472,030	1,472,030	1,472,030	1,472,030	1,472,030	1,472,030	1,472,030	1,472,030
Green 9 LD	Stamford & South	50,000	400,000	**1,182,715**	1,182,715	1,182,715	1,182,715	1,182,715	1,182,715	1,182,715	1,182,715	1,182,715	1,182,715	1,182,715	1,182,715
Green 6 LD	Stamford & South	50,000	400,000	**1,208,206**	1,208,206	1,208,206	1,208,206	1,208,206	1,208,206	1,208,206	1,208,206	1,208,206	1,208,206	1,208,206	1,208,206
Green 3 LD	Stamford & South	50,000	400,000	**981,353**	981,353	981,353	981,353	981,353	981,353	981,353	981,353	981,353	981,353	981,353	981,353
Brown 16	Stamford & South	400,000	480,000	**1,903,905**	1,903,905	1,903,905	1,903,905	1,903,905	1,903,905	1,903,905	1,903,905	1,903,905	1,903,905	1,903,905	1,903,905
Brown 6	Stamford & South	400,000	480,000	**2,194,851**	2,194,851	2,194,851	2,194,851	2,194,851	2,194,851	2,194,851	2,194,851	2,194,851	2,194,851	2,194,851	2,194,851
Brown 3	Stamford & South	400,000	480,000	**1,610,870**	1,610,870	1,610,870	1,610,870	1,610,870	1,610,870	1,610,870	1,610,870	1,610,870	1,610,870	1,610,870	1,610,870
Flats 60	Stamford & South	400,000	480,000	**970,244**	970,244	970,244	970,244	970,244	970,244	970,244	970,244	970,244	970,244	970,244	970,244
Flats 12	Stamford & South	400,000	480,000	**933,993**	933,993	933,993	933,993	933,993	933,993	933,993	933,993	933,993	933,993	933,993	933,993
Flats 6	Stamford & South	400,000	480,000	**810,103**	810,103	810,103	810,103	810,103	810,103	810,103	810,103	810,103	810,103	810,103	810,103
Stamford North	Stamford	25,000	250,000	**1,332,930**	1,332,930	1,332,930	1,332,930	1,332,930	1,332,930	1,332,930	1,332,930	1,332,930	1,332,930	1,332,930	1,332,930

Appendix 22 – Older People’s Housing

The pages in this appendix are not numbered.

Specialist APP
Cover

SKDC - Specialist Housing

16/02/2024
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Sheltered Flats								Rounded	Modelling			Area ha			Characteristics	
7	UNITS	**60**		Aff - rented	60%	% of Aff	10.8	11	Density	120	units/ha	Total	0.500		Sub Area	Stamford
	Affordable	30%	18	Shared Owne	40%		7.20	7	Net:Gross	100%		Gross	0.500	ha	Green Brov	Green
				First Homes	0%	% of Aff	0	0				Net	0.500	ha	Use	Paddock
							18	18								

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	42		Rounded	m2	m2	Circulation	11		Rounded	m2	7		Rounded	m2	0		Rounded	m2
Terrace	2	73	0.0%		0.00	0	0	73	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	3	86	0.0%		0.00	0	0	86	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%		0.00	0	0	81	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	96	0.0%		0.00	0	0	96	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	106	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	40	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0	65	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	80	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
IRC Flat	1	70	25.0%		0.00	0	0	70	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
IRC Flat	2	90	25.0%		0.00	0	0	90	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
IRC Bungalov	3	120	25.0%		0.00	0	0	120	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Sheltered	1	50	20.0%	50%	21.00	21	1,260	50	10.0%	50%	5.50	6	330	50%	3.50	4	220	50%	0.00	0	0
Sheltered	2	75	20.0%	50%	21.00	21	1,890	75	15.0%	50%	5.50	5	431	50%	3.50	3	259	50%	0.00	0	0
Extracare	1	65	30.0%		0.00	0	0	65	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Extracare	2	80	30.0%		0.00	0	0	80	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**42.00**	**42**	**3,150**			**100%**	**11.00**	**11**	**761**	**100%**	**7.00**	**7**	**479**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	0	0
Terrace	3			1,405	1,405	0	0
Semi	2			1,425	1,425	0	0
Semi	3			1,425	1,425	0	0
Semi	4			1,425	1,425	0	0
Flat to5	1			1,671	1,671	0	0
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
IRC Flat	1			1,671	1,671	0	0
IRC Flat	2			1,671	1,671	0	0
IRC Bungalov	3			1,646	1,646	0	0
Sheltered	1			1,671	1,671	1,810	3,024,510
Sheltered	2			1,671	1,671	2,580	4,311,180
Extracare	1			1,786	1,786	0	0
Extracare	2			1,786	1,786	0	0
						4,390	7,335,690

1,671 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	0	0
Terrace	3	0	0	0
Semi	2	0	0	0
Semi	3	0	0	0
Semi	4	0	0	0
Flat to5	1	0	0	0
Flat to5	2	0	0	0
Flat to5	3	0	0	0
IRC Flat	1	0	0	0
IRC Flat	2	0	0	0
IRC Bungal	3	0	0	0
Sheltered	1	31	0	0
Sheltered	2	29	0	0
Extracare	1	0	0	0
Extracare	2	0	0	0
			Residents	**0**

ha per dwelling	
0.0000	Local Open Space
0.0000	Strategic Open Space
0.0000	Natural Open Space
0.0000	0.0000
0.0000	0.0000
0.0000	0.0000
0.0000	0.0000
0.0000	0.0000
0.0000	**ha**

Open Space Required	0.000
Gross - Net	0.000
Shortfall / Surplus	0.000

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		42	3,150	75.00	2,625	62.50
Aff - rented		11	761	69.20	675	61.36
Shared Ownership		7	479	68.39	425	60.71
First Homes		0	0	68.39	0	60.71
		60	**4,390**		**3,725**	

Sheltered Flats								Rounded
8	UNITS	**60**		Aff - rented	60%	% of Aff	10.8	11
	Affordable	30%	18	Shared Owne	40%		7.20	7
				First Homes	0%	% of Aff	0	0
							18	18

Modelling			Area ha			Characteristics	
Density	120	units/ha	Total	0.500		Sub Area	Stamford
Net:Gross	100%		Gross	0.500	ha	Green Brov	Brown
			Net	0.500	ha	Use	PDL

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	42		Rounded	m2	m2	Circulation	11		Rounded	m2	7		Rounded	m2	0		Rounded	m2
Terrace	2	73	0.0%		0.00	0	0	73	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	3	86	0.0%		0.00	0	0	86	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%		0.00	0	0	81	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	96	0.0%		0.00	0	0	96	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	106	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	40	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0	65	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	80	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
IRC Flat	1	70	25.0%		0.00	0	0	70	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
IRC Flat	2	90	25.0%		0.00	0	0	90	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
IRC Bungalov	3	120	25.0%		0.00	0	0	120	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Sheltered	1	50	20.0%	50%	21.00	21	1,260	50	10.0%	50%	5.50	6	330	50%	3.50	4	220	50%	0.00	0	0
Sheltered	2	75	20.0%	50%	21.00	21	1,890	75	15.0%	50%	5.50	5	431	50%	3.50	3	259	50%	0.00	0	0
Extracare	1	65	30.0%		0.00	0	0	65	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Extracare	2	80	30.0%		0.00	0	0	80	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**42.00**	**42**	**3,150**			**100%**	**11.00**	**11**	**761**	**100%**	**7.00**	**7**	**479**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	0	0
Terrace	3			1,405	1,405	0	0
Semi	2			1,425	1,425	0	0
Semi	3			1,425	1,425	0	0
Semi	4			1,425	1,425	0	0
Flat to5	1			1,671	1,671	0	0
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
IRC Flat	1			1,671	1,671	0	0
IRC Flat	2			1,671	1,671	0	0
IRC Bungalov	3			1,646	1,646	0	0
Sheltered	1			1,671	1,671	1,810	3,024,510
Sheltered	2			1,671	1,671	2,580	4,311,180
Extracare	1			1,786	1,786	0	0
Extracare	2			1,786	1,786	0	0
						4,390	7,335,690

1,671 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	0	0
Terrace	3	0	0	0
Semi	2	0	0	0
Semi	3	0	0	0
Semi	4	0	0	0
Flat to5	1	0	0	0
Flat to5	2	0	0	0
Flat to5	3	0	0	0
IRC Flat	1	0	0	0
IRC Flat	2	0	0	0
IRC Bungal	3	0	0	0
Sheltered	1	31	0	0
Sheltered	2	29	0	0
Extracare	1	0	0	0
Extracare	2	0	0	0
			Residents	**0**

ha per dwelling	
0.0000	Local Open Space
0.0000	Strategic Open Space
0.0000	Natural Open Space
0.0000	0.0000
0.0000	0.0000
0.0000	0.0000
0.0000	0.0000
0.0000	0.0000
0.0000	**ha**

Open Space Required	0.000
Gross - Net	0.000
Shortfall / Surplus	0.000

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		42	3,150	75.00	2,625	62.50
Aff - rented		11	761	69.20	675	61.36
Shared Ownership		7	479	68.39	425	60.71
First Homes		0	0	68.39	0	60.71
		60	**4,390**		**3,725**	

Extra Care Flats								Rounded	Modelling			Area ha			Characteristics	
10	UNITS	**60**		Aff - rented	60%	% of Aff	10.8	11	Density	120	units/ha	Total	0.500		Sub Area	Stamford
	Affordable	30%	18	Shared Owne	40%		7.20	7	Net:Gross	100%		Gross	0.500	ha	Green Brov	Green
				First Homes	0%	% of Aff	0	0				Net	0.500	ha	Use	Paddock
							18	18								

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	42		Rounded	m2	m2	Circulation	11		Rounded	m2	7		Rounded	m2	0		Rounded	m2
Terrace	2	73	0.0%		0.00	0	0	73	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	3	86	0.0%		0.00	0	0	86	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%		0.00	0	0	81	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	96	0.0%		0.00	0	0	96	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	106	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	40	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0	65	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	80	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
IRC Flat	1	70	25.0%		0.00	0	0	70	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
IRC Flat	2	90	25.0%		0.00	0	0	90	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
IRC Bungalov	3	120	25.0%		0.00	0	0	120	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Sheltered	1	50	20.0%		0.00	0	0	50	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Sheltered	2	75	20.0%		0.00	0	0	75	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Extracare	1	65	30.0%	60%	25.20	25	2,113	65	15.0%	60%	6.60	7	523	60%	4.20	4	299	60%	0.00	0	0
Extracare	2	80	30.0%	40%	16.80	17	1,768	80	15.0%	40%	4.40	4	368	40%	2.80	3	276	40%	0.00	0	0
				100%	**42.00**	**42**	**3,881**			**100%**	**11.00**	**11**	**891**	**100%**	**7.00**	**7**	**575**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	0	0
Terrace	3			1,405	1,405	0	0
Semi	2			1,425	1,425	0	0
Semi	3			1,425	1,425	0	0
Semi	4			1,425	1,425	0	0
Flat to5	1			1,671	1,671	0	0
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
IRC Flat	1			1,671	1,671	0	0
IRC Flat	2			1,671	1,671	0	0
IRC Bungalov	3			1,646	1,646	0	0
Sheltered	1			1,671	1,671	0	0
Sheltered	2			1,671	1,671	0	0
Extracare	1			1,786	1,786	2,935	5,241,464
Extracare	2			1,786	1,786	2,412	4,307,832
						5,347	9,549,296

1,786 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	0	0
Terrace	3	0	0	0
Semi	2	0	0	0
Semi	3	0	0	0
Semi	4	0	0	0
Flat to5	1	0	0	0
Flat to5	2	0	0	0
Flat to5	3	0	0	0
IRC Flat	1	0	0	0
IRC Flat	2	0	0	0
IRC Bungal	3	0	0	0
Sheltered	1	0	0	0
Sheltered	2	0	0	0
Extracare	1	36	0	0
Extracare	2	24	0	0
			Residents	**0**

ha per dwelling	
0.0000	Local Open Space
0.0000	Strategic Open Space
0.0000	Natural Open Space
0.0000	0.0000
0.0000	0.0000
0.0000	0.0000
0.0000	0.0000
0.0000	0.0000
0.0000	**ha**

Open Space Required	0.000
Gross - Net	0.000
Shortfall / Surplus	0.000

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		42	3,881	92.39	2,985	71.07
Aff - rented		11	891	81.02	775	70.45
Shared Ownership		7	575	82.14	500	71.43
First Homes		0	0	82.14	0	71.43
		60	**5,347**		**4,260**	

Extra Care Flats								Rounded
11	UNITS	**60**		Aff - rented	60%	% of Aff	10.8	11
	Affordable	30%	18	Shared Owne	40%		7.20	7
				First Homes	0%	% of Aff	0	0
							18	18

Modelling			Area ha			Characteristics	
Density	120	units/ha	Total	0.500		Sub Area	Stamford
Net:Gross	100%		Gross	0.500	ha	Green Brov	Brown
			Net	0.500	ha	Use	PDL

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	42		Rounded	m2	m2	Circulation	11		Rounded	m2	7		Rounded	m2	0		Rounded	m2
Terrace	2	73	0.0%		0.00	0	0	73	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	3	86	0.0%		0.00	0	0	86	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	81	0.0%		0.00	0	0	81	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	96	0.0%		0.00	0	0	96	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	106	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	40	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0	65	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	80	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
IRC Flat	1	70	25.0%		0.00	0	0	70	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
IRC Flat	2	90	25.0%		0.00	0	0	90	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
IRC Bungalov	3	120	25.0%		0.00	0	0	120	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Sheltered	1	50	20.0%		0.00	0	0	50	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Sheltered	2	75	20.0%		0.00	0	0	75	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Extracare	1	65	30.0%	60%	25.20	25	2,113	65	15.0%	60%	6.60	7	523	60%	4.20	4	299	60%	0.00	0	0
Extracare	2	80	30.0%	40%	16.80	17	1,768	80	15.0%	40%	4.40	4	368	40%	2.80	3	276	40%	0.00	0	0
				100%	**42.00**	**42**	**3,881**			**100%**	**11.00**	**11**	**891**	**100%**	**7.00**	**7**	**575**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,405	1,405	0	0
Terrace	3			1,405	1,405	0	0
Semi	2			1,425	1,425	0	0
Semi	3			1,425	1,425	0	0
Semi	4			1,425	1,425	0	0
Flat to5	1			1,671	1,671	0	0
Flat to5	2			1,671	1,671	0	0
Flat to5	3			1,671	1,671	0	0
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Sheltered	1			1,671	1,671	0	0
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Extracare	1			1,786	1,786	2,935	5,241,464
Extracare	2			1,786	1,786	2,412	4,307,832
						5,347	9,549,296

1,786 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	0	0
Terrace	3	0	0	0
Semi	2	0	0	0
Semi	3	0	0	0
Semi	4	0	0	0
Flat to5	1	0	0	0
Flat to5	2	0	0	0
Flat to5	3	0	0	0
IRC Flat	1	0	0	0
IRC Flat	2	0	0	0
IRC Bungal	3	0	0	0
Sheltered	1	0	0	0
Sheltered	2	0	0	0
Extracare	1	36	0	0
Extracare	2	24	0	0
			Residents	**0**

ha per dwelling	
0.0000	Local Open Space
0.0000	Strategic Open Space
0.0000	Natural Open Space
0.0000	0.0000
0.0000	0.0000
0.0000	0.0000
0.0000	0.0000
0.0000	0.0000
0.0000	**ha**

Open Space Required	0.000
Gross - Net	0.000
Shortfall / Surplus	0.000

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		42	3,881	92.39	2,985	71.07
Aff - rented		11	891	81.02	775	70.45
Shared Ownership		7	575	82.14	500	71.43
First Homes		0	0	82.14	0	71.43
		60	**5,347**		**4,260**	

SITE			Site 7 Sheltered Flats	Site 8 Sheltered Flats	Site 10 Extra Care Flats	Site 11 Extra Care Flats
	Sub Area		Stamford	Stamford	Stamford	Stamford
	Green Brown		Green	Brown	Green	Brown
	Use		Paddock	PDL	Paddock	PDL
AREA						
	Total	ha	0.500	0.500	0.500	0.500
	Gross	ha	0.500	0.500	0.500	0.500
	Net	ha	0.500	0.500	0.500	0.500
UNITS						
	Units		60	60	60	60
UNIT SIZE						
	Market Housing	m2	75.00	75.00	92.39	92.39
	Aff to rent	m2	69.20	69.20	81.02	81.02
	Shared Ownership	m2	68.39	68.39	82.14	82.14
	First Homes	m2	68.39	68.39	82.14	82.14
BASE CONSTRUCTION						
	BCIS	£/m2	1,671	1,671	1,786	1,786
	Site Costs	%	10%	10%	10%	10%
	Abnormals	%	0.0%	5.0%	0.0%	5.0%
		£	306,000	306,000	306,000	306,000
	Contingency	%	5.0%	5.0%	5.0%	5.0%
	Small Sites	%				
FEES						
	Professional		8%	8%	8%	8%
	Planning <50	£/unit	462	462	462	462
	Planning >50	£/unit	138	138	138	138
SALES						
	Agents	%	3.0%	3.0%	3.0%	3.0%
	Legal	%	0.5%	0.5%	0.5%	0.5%
		£/unit	0	0	0	0
	Misc.	%	0.0%	0.0%	0.0%	0.0%
ACQUISITION						
	Agents	%	1.0%	1.0%	1.0%	1.0%
	Legal	%	0.5%	0.5%	0.5%	0.5%
DEVELOPER'S RETURN						
	Market Housing	% Value	17.50%	17.50%	17.50%	17.50%
	Affordable Housing	% Value	17.50%	17.50%	17.50%	17.50%
	First Homes	% Value	17.50%	17.50%	17.50%	17.50%
FINANCE						
	Fees	0.0%	0	0	0	0
	Interest		7.5%	7.5%	7.5%	7.5%
	Legal and Valuation		0.0%	0.0%	0.0%	0.0%
LAND						
	EUV		25,000	400,000	25,000	400,000
	Premium	% EUV	0%	20%	0%	20%
	Premium	£/ha	350,000	0	350,000	0
	Easements etc	£				
VALUES						
	Market Housing	£/m2	4,300	4,300	4,600	4,600
	Aff Rent	£/m2	1,735	1,735	1,735	1,735
	Social Rent	£/m2	1,375	1,375	1,375	1,375
	Shared Ownership	£/m2	3,010	3,010	3,220	3,220
	First Homes	£/m2	0	0	0	0
GRANT						
	Intermediate to Buy	£/unit	0	0	0	0
	Affordable Rent	£/unit	0	0	0	0
	Social Rent	£/unit	0	0	0	0
POLICY REQUIREMENTS						
	Biodiversity NG	%	0.15%	1.40%	0.15%	1.40%
		£/ha	0	0	0	0
	CO2 Plus	%	6.00%	6.00%	6.00%	6.00%
		£/m2	0.00	0.00	0.00	0.00
	Acc & Adpt	%	0.00%	0.00%	0.00%	0.00%
		£/m2	8.85	11.95	8.85	11.95
	Water	£/m2	0.10	0.08	0.10	0.08
	Over Extra 1	%	0.00%	0.00%	0.00%	0.00%
		£/m2	0	0	0	0
	Over Extra 2	%	0.00%	0.00%	0.00%	0.00%
		£/m2	0	0	0	0
	CIL	£/m2	0.00	0.00	0.00	0.00
	Pre CIL s106	£/unit	1,000	1,000	1,000	1,000
	Post CIL s106	£/unit	1,000	1,000	1,000	1,000
	Inf Tariff	% GDV	0%	0%	0%	0%
	Affordable Housing					
	Overall		30.0%	30.0%	30.0%	30.0%
	Aff Rent	70.0%	21.0%	21.0%	21.0%	21.0%
	Social Rent		0.0%	0.0%	0.0%	0.0%
	Shared Ownership	30.0%	9.0%	9.0%	9.0%	9.0%
	First Homes	0%	0.0%	0.0%	0.0%	0.0%

			Site 7	Site 8	Site 10	Site 11
			Sheltered Flats	Sheltered Flats	Extra Care Flats	Extra Care Flats
			Stamford	Stamford	Stamford	Stamford
	Green/brown field		Green	Brown	Green	Brown
	Use		Paddock	PDL	Paddock	PDL
Site Area	Gross	ha	0.500	0.500	0.500	0.500
	Net	ha	0.500	0.500	0.500	0.500
Units			60	60	60	60
Mix	Market Housing		70.0%	70.0%	70.0%	70.0%
	Affordable Overall		30.0%	30.0%	30.0%	30.0%
	Affordable Rent		21.0%	21.0%	21.0%	21.0%
	Social Rent		0.0%	0.0%	0.0%	0.0%
	Shared Ownership		9.0%	9.0%	9.0%	9.0%
	First Homes		0.0%	0.0%	0.0%	0.0%
Existing Use Value		£/ha	25,000	400,000	25,000	400,000
		£ site	12,500	200,000	12,500	200,000
Uplift		£/ha	350,000	80,000	350,000	80,000
		£ site	175,000	40,000	175,000	40,000
Benchmark Land Value		£/ha	375,000	480,000	375,000	480,000
		£ site	187,500	240,000	187,500	240,000
Residual	Gross	£/ha	35,524	-1,045,332	-1,342,949	-2,786,473
	Net	£/ha	35,524	-1,045,332	-1,342,949	-2,786,473
		£ site	17,762	-522,666	-671,474	-1,393,236
Additional Profit		£ site	-186,360	-831,436	-933,051	-1,736,853
		£/m2	-59	-264	-240	-448

Specialist APP
Site 7

Site 7	Sheltered Flats

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				60	£/m2	£	m2
	Gross	Net					
Market Housing	75.0	62.50	70.00%	42	4,300	11,287,500	3,150
Affordable Overall			30%	18			
Affordable Rent	69.2	61.36	21.00%	13	1,735	1,341,470	872
Social Rent	69.2	61.36	0.00%	0	1,375	0	0
Shared Ownership	68.4	60.71	9.00%	5	3,010	986,850	369
First Homes	68.4	60.71	0.00%	0	0	0	0
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.500	ha	120	/ha		**13,615,820**	**4,391**
SITE AREA - Gross	0.500	ha	120	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	17,762	35,524	35,524
Existing Use Value	12,500		25,000
Uplift 0%	0		0
Plus /ha 350,000	175,000		350,000
Benchmark Land Value	**187,500**		**375,000**

		£/m2
Additional Profit	-186,360	-59

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				17,762	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	266	266	
Fees						
	Planning			24,480		
	Professional		8.00%	752,596	777,076	
CONSTRUCTION						
	Build Cost		1,961	8,610,903		
	s106 / CIL / IT			60,000		
	Contingency		5.00%	430,545		
	Abnormals	%	0.00%	0		
		£		306,000	9,407,449	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	408,475		
	Legals	%	0.5%	68,079		
		£/unit	0	0		
	Misc.	%	0.0%	0	476,554	**10,679,107**

Developers Profit				
	Market Housing	% Value	17.50%	**1,975,313**
	Affordable Housing	% Value	17.50%	**407,456**
	First Homes	% Value	17.50%	**0**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	60		
No dwgs under 50	50	462	23,100
No dwgs over 50	10	138	1,380
		Total	24,480

Stamp duty calc - Residual		
Land payment		17,762
	Total	0

Stamp duty calc - Residual		
Land payment		187,500
	Total	750

Pre CIL s106	1,000	£/ Unit (all)	
		Total	**60,000**

Post CIL s106	1,000	£/ Unit (all)	60,000
CIL	0	£/m2	0
		Total	**60,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,671.00
CO2 Plus	%	6.00%	100.26
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.00
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,780.21
Site Costs	Base	10.00%	178.02
	BNG	0.15%	2.67
			1,960.90

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started			10	10	10	10	10	10				
Market Housing				0	0	0	1,881,250	1,881,250	1,881,250	1,881,250	1,881,250	1,881,250
Affordable Rent				0	0	0	223,578	223,578	223,578	223,578	223,578	223,578
Social Rent				0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	164,475	164,475	164,475	164,475	164,475	164,475
First Homes				0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,269,303**	**2,269,303**	**2,269,303**	**2,269,303**	**2,269,303**	**2,269,303**
EXPENDITURE												
Stamp Duty	0											
Easements etc.	0											
Legals Acquisition	266											
Planning Fee	24,480											
Professional	376,298		376,298									
Build Cost - BCIS Base		0	478,384	956,767	1,435,151	1,435,151	1,435,151	1,435,151	956,767	478,384	0	0
s106/CIL/Tariff		0	3,333	6,667	10,000	10,000	10,000	10,000	6,667	3,333	0	0
Contingency		0	23,919	47,838	71,758	71,758	71,758	71,758	47,838	23,919	0	0
Abnormals		0	17,000	34,000	51,000	51,000	51,000	51,000	34,000	17,000	0	0
Finance Fees	0											
Legal and Valuation	0											
Agents	0	0	0	0	0	0	68,079	68,079	68,079	68,079	68,079	68,079
Legals	0	0	0	0	0	0	11,347	11,347	11,347	11,347	11,347	11,347
Misc.			0									
COSTS BEFORE LAND INT AND PROFIT	**401,044**	**0**	**898,934**	**1,045,272**	**1,567,908**	**1,567,908**	**1,647,334**	**1,647,334**	**1,124,698**	**602,062**	**79,426**	**79,426**
For Residual Valuation Land	**17,762**											
Interest		7,853	8,000	25,005	45,073	75,316	106,126	96,454	86,601	66,763	36,754	0
Developers Return												
Market Housing												
Affordable for Rent												
First Homes												
Cash Flow	-418,806	-7,853	-906,934	-1,070,277	-1,612,981	-1,643,224	515,843	525,515	1,058,005	1,600,478	2,153,123	2,189,878
Opening Balance	0											
Closing Balance	-418,806	-426,659	-1,333,593	-2,403,870	-4,016,850	-5,660,075	-5,144,231	-4,618,716	-3,560,711	-1,960,233	192,891	2,382,769

	Year 4				Year 5				Year 6			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started												
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0
First Homes	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE												
Stamp Duty												
Easements etc.												
Legals Acquisition												
Planning Fee												
Professional												
Build Cost - BCIS Base	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees												
Legal and Valuation												
Agents	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0
Misc.												
COSTS BEFORE LAND INT AND PROFIT	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land												
Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return												
Market Housing												1,975,313
Affordable for Rent												407,456
First Homes												0
Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-2,382,769
Opening Balance												
Closing Balance	2,382,769	2,382,769	2,382,769	2,382,769	2,382,769	2,382,769	2,382,769	2,382,769	2,382,769	2,382,769	2,382,769	0

Specialist APP
Site 8

Site 8 **Sheltered Flats**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				60	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	75.0	62.50	70.00%	42	4,300	11,287,500	3,150
Affordable Overall			30%	18			
Affordable Rent	69.2	61.36	21.00%	13	1,735	1,341,470	872
Social Rent	69.2	61.36	0.00%	0	1,375	0	0
Shared Ownership	68.4	60.71	9.00%	5	3,010	986,850	369
First Homes	68.4	60.71	0.00%	0	0	0	0
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.500	ha	120	/ha		**13,615,820**	**4,391**
SITE AREA - Gross	0.500	ha	120	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		-522,666	-1,045,332	-1,045,332
Existing Use Value		200,000		400,000
Uplift	20%	40,000		80,000
Plus /ha	0	0		0
Benchmark Land Value		**240,000**		**480,000**
			£/m2	
Additional Profit		-831,436	-264	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				-522,666	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-7,840	-7,840	
Fees						
	Planning			24,480		
	Professional		8.00%	796,965	821,445	
CONSTRUCTION						
	Build Cost		1,987	8,723,688		
	s106 / CIL / IT			60,000		
	Contingency		5.00%	436,184		
	Abnormals	%	5.00%	436,184		
		£		306,000	9,962,057	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	408,475		
	Legals	%	0.5%	68,079		
		£/unit	0	0		
	Misc.	%	0.0%	0	476,554	**10,729,550**

Developers Profit				
	Market Housing	% Value	17.50%	**1,975,313**
	Affordable Housing	% Value	17.50%	**407,456**
	First Homes	% Value	17.50%	**0**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	60		
No dwgs under 50	50	462	23,100
No dwgs over 50	10	138	1,380
		Total	24,480

Stamp duty calc - Residual		
Land payment		-522,666
	Total	0

Stamp duty calc - Residual		
Land payment		240,000
	Total	1,800

Pre CIL s106	1,000	£/ Unit (all)	
		Total	**60,000**

Post CIL s106	1,000	£/ Unit (all)	60,000
CIL	0	£/m2	0
		Total	**60,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,671.00
CO2 Plus	%	6.00%	100.26
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		11.95
Water	£/m2		0.08
Over Extra 1	%	0.00%	0.00
	£/m2		0.00
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,783.29
Site Costs	Base	10.00%	178.33
	BNG	1.40%	24.97
			1,986.59

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				**Year 2**				**Year 3**			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started			10	10	10	10	10	10				
Market Housing				0	0	0	1,881,250	1,881,250	1,881,250	1,881,250	1,881,250	1,881,250
Affordable Rent				0	0	0	223,578	223,578	223,578	223,578	223,578	223,578
Social Rent				0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	164,475	164,475	164,475	164,475	164,475	164,475
First Homes				0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,269,303**	**2,269,303**	**2,269,303**	**2,269,303**	**2,269,303**	**2,269,303**
EXPENDITURE												
Stamp Duty	0											
Easements etc.	0											
Legals Acquisition	-7,840											
Planning Fee	24,480											
Professional	398,482		398,482									
Build Cost - BCIS Base		0	484,649	969,299	1,453,948	1,453,948	1,453,948	1,453,948	969,299	484,649	0	0
s106/CIL/Tariff		0	3,333	6,667	10,000	10,000	10,000	10,000	6,667	3,333	0	0
Contingency		0	24,232	48,465	72,697	72,697	72,697	72,697	48,465	24,232	0	0
Abnormals		0	41,232	82,465	123,697	123,697	123,697	123,697	82,465	41,232	0	0
Finance Fees	0											
Legal and Valuation	0											
Agents	0	0	0	0	0	0	68,079	68,079	68,079	68,079	68,079	68,079
Legals	0	0	0	0	0	0	11,347	11,347	11,347	11,347	11,347	11,347
Misc.			0									
COSTS BEFORE LAND INT AND PROFIT	**415,122**	**0**	**951,930**	**1,106,895**	**1,660,343**	**1,660,343**	**1,739,768**	**1,739,768**	**1,186,321**	**632,873**	**79,426**	**79,426**
For Residual Valuation Land	**-522,666**											
Interest		0	0	15,832	36,883	68,706	101,126	93,093	84,910	66,196	36,754	0
Developers Return												
Market Housing												
Affordable for Rent												
First Homes												
Cash Flow	107,544	0	-951,930	-1,122,727	-1,697,226	-1,729,049	428,409	436,442	998,072	1,570,234	2,153,123	2,189,878
Opening Balance	0											
Closing Balance	107,544	107,544	-844,386	-1,967,114	-3,664,340	-5,393,389	-4,964,981	-4,528,539	-3,530,467	-1,960,233	192,891	2,382,769

	Year 4				**Year 5**				**Year 6**			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started												
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0
First Homes	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE												
Stamp Duty												
Easements etc.												
Legals Acquisition												
Planning Fee												
Professional												
Build Cost - BCIS Base	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees												
Legal and Valuation												
Agents	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0
Misc.												
COSTS BEFORE LAND INT AND PROFIT	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land												
Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return												
Market Housing												1,975,313
Affordable for Rent												407,456
First Homes												0
Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-2,382,769
Opening Balance												
Closing Balance	2,382,769	2,382,769	2,382,769	2,382,769	2,382,769	2,382,769	2,382,769	2,382,769	2,382,769	2,382,769	2,382,769	0

Specialist APP
Site 10

Site 10	Extra Care Flats

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				60	£/m2	£	m2
	Gross	Net					
Market Housing	92.4	71.07	70.00%	42	4,600	13,731,000	3,881
Affordable Overall			30%	18			
Affordable Rent	81.0	70.45	21.00%	13	1,735	1,540,207	1,021
Social Rent	81.0	70.45	0.00%	0	1,375	0	0
Shared Ownership	82.1	71.43	9.00%	5	3,220	1,242,000	444
First Homes	82.1	71.43	0.00%	0	0	0	0
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.500	ha	120	/ha		**16,513,207**	**5,345**
SITE AREA - Gross	0.500	ha	120	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**-671,474**	**-1,342,949**	**-1,342,949**
Existing Use Value		12,500		25,000
Uplift	0%	0		0
Plus /ha	350,000	175,000		350,000
Benchmark Land Value		**187,500**		**375,000**
			£/m2	
Additional Profit		**-933,051**	**-240**	

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				-671,474	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-10,072	-10,072	
Fees						
	Planning			24,480		
	Professional		8.00%	969,964	994,444	
CONSTRUCTION						
	Build Cost		2,095	11,198,617		
	s106 / CIL / IT			60,000		
	Contingency		5.00%	559,931		
	Abnormals	%	0.00%	0		
		£		306,000	12,124,548	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	495,396		
	Legals	%	0.5%	82,566		
		£/unit	0	0		
	Misc.	%	0.0%	0	577,962	**13,015,408**

Developers Profit				
	Market Housing	% Value	17.50%	**2,402,925**
	Affordable Housing	% Value	17.50%	**486,886**
	First Homes	% Value	17.50%	**0**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	60		
No dwgs under 50	50	462	23,100
No dwgs over 50	10	138	1,380
		Total	24,480

Stamp duty calc - Residual		
Land payment		-671,474
	Total	0

Stamp duty calc - Residual		
Land payment		187,500
	Total	750

Pre CIL s106	1,000	£/ Unit (all)	
		Total	**60,000**

Post CIL s106	1,000	£/ Unit (all)	60,000
CIL	0	£/m2	0
		Total	**60,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,786.00
CO2 Plus	%	6.00%	107.16
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		8.85
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.00
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,902.11
Site Costs	Base	10.00%	190.21
	BNG	0.15%	2.85
			2,095.17

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				10	10	10	10	10	10																
Market Housing					0	0	0	2,288,500	2,288,500	2,288,500	2,288,500	2,288,500	2,288,500	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent					0	0	0	256,701	256,701	256,701	256,701	256,701	256,701	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	207,000	207,000	207,000	207,000	207,000	207,000	0	0	0	0	0	0	0	0	0	0	0	0
First Homes					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**2,752,201**	**2,752,201**	**2,752,201**	**2,752,201**	**2,752,201**	**2,752,201**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		0																							
Easements etc.		0																							
Legals Acquisition		-10,072																							
Planning Fee		24,480																							
Professional		484,982		484,982																					
Build Cost - BCIS Base			0	622,145	1,244,291	1,866,436	1,866,436	1,866,436	1,866,436	1,244,291	622,145	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff			0	3,333	6,667	10,000	10,000	10,000	10,000	6,667	3,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			0	31,107	62,215	93,322	93,322	93,322	93,322	62,215	31,107	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	17,000	34,000	51,000	51,000	51,000	51,000	34,000	17,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0																							
Legal and Valuation		0																							
Agents		0	0	0	0	0	0	82,566	82,566	82,566	82,566	82,566	82,566	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	13,761	13,761	13,761	13,761	13,761	13,761	0	0	0	0	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AND PROFIT		**499,390**	**0**	**1,158,568**	**1,347,172**	**2,020,758**	**2,020,758**	**2,117,085**	**2,117,085**	**1,443,499**	**769,913**	**96,327**	**96,327**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	**-671,474**																							
	Interest		0	0	18,497	44,103	82,819	122,261	112,645	102,849	80,239	44,576	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																									
Market Housing																									2,402,925
Affordable for Rent																									486,886
First Homes																									0
	Cash Flow	172,085	0	-1,158,568	-1,365,669	-2,064,861	-2,103,577	512,855	522,471	1,205,853	1,902,049	2,611,299	2,655,874	0	0	0	0	0	0	0	0	0	0	0	-2,889,811
	Opening Balance	0																							
	Closing Balance	172,085	172,085	-986,483	-2,352,152	-4,417,013	-6,520,590	-6,007,735	-5,485,264	-4,279,411	-2,377,361	233,937	2,889,811	2,889,811	2,889,811	2,889,811	2,889,811	2,889,811	2,889,811	2,889,811	2,889,811	2,889,811	2,889,811	2,889,811	0

Specialist APP
Site 11

Site 11	**Extra Care Flats**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				60	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	92.4	71.07	70.00%	42	4,600	13,731,000	3,881
Affordable Overall			30%	18			
Affordable Rent	81.0	70.45	21.00%	13	1,735	1,540,207	1,021
Social Rent	81.0	70.45	0.00%	0	1,375	0	0
Shared Ownership	82.1	71.43	9.00%	5	3,220	1,242,000	444
First Homes	82.1	71.43	0.00%	0	0	0	0
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.500	ha	120	/ha		**16,513,207**	**5,345**
SITE AREA - Gross	0.500	ha	120	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**-1,393,236**	**-2,786,473**	**-2,786,473**
Existing Use Value		200,000		400,000
Uplift	20%	40,000		80,000
Plus /ha	0	0		0
Benchmark Land Value		**240,000**		**480,000**
			£/m2	
Additional Profit		**-1,736,853**	**-448**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				-1,393,236	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-20,899	-20,899	
Fees						
	Planning			24,480		
	Professional		8.00%	1,027,556	1,052,036	
CONSTRUCTION						
	Build Cost		2,122	11,344,040		
	s106 / CIL / IT			60,000		
	Contingency		5.00%	567,202		
	Abnormals	%	5.00%	567,202		
		£		306,000	12,844,444	
FINANCE						
	Fees		0%	0		
	Interest		7.50%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	495,396		
	Legals	%	0.5%	82,566		
		£/unit	0	0		
	Misc.	%	0.0%	0	577,962	**13,060,307**

Developers Profit				
	Market Housing	% Value	17.50%	**2,402,925**
	Affordable Housing	% Value	17.50%	**486,886**
	First Homes	% Value	17.50%	**0**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	60		
No dwgs under 50	50	462	23,100
No dwgs over 50	10	138	1,380
		Total	24,480

Stamp duty calc - Residual		
Land payment		-1,393,236
	Total	0

Stamp duty calc - Residual		
Land payment		240,000
	Total	1,800

Pre CIL s106	1,000	£/ Unit (all)	
		Total	**60,000**

Post CIL s106	1,000	£/ Unit (all)	60,000
CIL	0	£/m2	0
		Total	**60,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			**/m2**
			1,786.00
CO2 Plus	%	6.00%	107.16
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		11.95
Water	£/m2		0.08
Over Extra 1	%	0.00%	0.00
	£/m2		0.00
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,905.19
Site Costs	Base	10.00%	190.52
	BNG	1.40%	26.67
			2,122.38

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				**Year 2**				**Year 3**				**Year 4**				**Year 5**				**Year 6**			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				10	10	10	10	10	10																
Market Housing					0	0	0	2,288,500	2,288,500	2,288,500	2,288,500	2,288,500	2,288,500	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent					0	0	0	256,701	256,701	256,701	256,701	256,701	256,701	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	207,000	207,000	207,000	207,000	207,000	207,000	0	0	0	0	0	0	0	0	0	0	0	0
First Homes					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**2,752,201**	**2,752,201**	**2,752,201**	**2,752,201**	**2,752,201**	**2,752,201**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		0																							
Easements etc.		0																							
Legals Acquisition		-20,899																							
Planning Fee		24,480																							
Professional		513,778		513,778																					
Build Cost - BCIS Base			0	630,224	1,260,449	1,890,673	1,890,673	1,890,673	1,890,673	1,260,449	630,224	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff			0	3,333	6,667	10,000	10,000	10,000	10,000	6,667	3,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			0	31,511	63,022	94,534	94,534	94,534	94,534	63,022	31,511	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	48,511	97,022	145,534	145,534	145,534	145,534	97,022	48,511	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0																							
Legal and Valuation		0																							
Agents		0	0	0	0	0	0	82,566	82,566	82,566	82,566	82,566	82,566	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	13,761	13,761	13,761	13,761	13,761	13,761	0	0	0	0	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AND PROFIT		**517,359**	**0**	**1,227,358**	**1,427,160**	**2,140,741**	**2,140,741**	**2,237,068**	**2,237,068**	**1,523,488**	**809,907**	**96,327**	**96,327**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	**-1,393,236**																							
	Interest		0	0	6,590	33,473	74,240	115,770	108,282	100,654	79,503	44,576	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																									
Market Housing																									2,402,925
Affordable for Rent																									486,886
First Homes																									0
	Cash Flow	875,877	0	-1,227,358	-1,433,751	-2,174,214	-2,214,980	399,363	406,851	1,128,060	1,862,791	2,611,299	2,655,874	0	0	0	0	0	0	0	0	0	0	0	-2,889,811
	Opening Balance	0																							
	Closing Balance	875,877	875,877	-351,481	-1,785,232	-3,959,446	-6,174,426	-5,775,063	-5,368,212	-4,240,152	-2,377,361	233,937	2,889,811	2,889,811	2,889,811	2,889,811	2,889,811	2,889,811	2,889,811	2,889,811	2,889,811	2,889,811	2,889,811	2,889,811	0

Appendix 23 – Non-Residential Development

Greenfield

Results (2)			Offices - Central	Offices - Small	Offices - Park	Industrial	Industrial - Small	Distribution
	CIL	**£/m2**	**0**	**0**	**0**	**0**	**0**	**0**
Income	m2		2,000	500	2,000	4,000	400	4,000
	£/m2		2,670	2,315	2,890	1,260	1,070	2,000
	Capital Value		**4,806,000**	**1,041,750**	**5,202,000**	**4,788,000**	**428,000**	**8,000,000**
	Buyers Costs		216,270	46,879	234,090	215,460	19,260	360,000
	Capital Value		**4,589,730**	**994,871**	**4,967,910**	**4,572,540**	**408,740**	**7,640,000**
Costs	Land Used	Coverage	280%	100%	75%	40%	40%	35%
		ha	0.071	0.050	0.267	1.000	0.100	1.143
		£/ha	50,000	50,000	50,000	25,000	50,000	25,000
		Uplift £/ha	350,000	350,000	350,000	350,000	350,000	350,000
			0	0	0	0	0	0
		Site Cost	**28,571**	**20,000**	**106,667**	**375,000**	**40,000**	**428,571**
	Stamp Duty (on VT)	4.00%	1,143	800	4,267	15,000	1,600	17,143
	Acquisition	1.50%	429	300	1,600	5,625	600	6,429
	Strategic Promotion	0.00%	0	0	0	0	0	0
	Pre Planning	0.00%	10,000	10,000	10,000	10,000	10,000	10,000
	Construction	/m2	2,307	2,148	2,307	914	1,290	704
		£	4,613,120	1,073,780	4,613,120	3,654,880	516,008	2,815,360
	Infrastructure	15.00%	691,968	161,067	691,968	548,232	77,401	422,304
	BNG	3,150	225	158	840	3,150	315	3,600
	Abnormals	0.00%	0	0	0	0	0	0
	Fees	8.00%	424,407	98,788	424,407	336,249	47,473	259,013
	S106		0	0	0	0	0	0
	CIL		0	0	0	0	0	0
	Contingency	2.50%	132,627	30,871	132,627	105,078	14,835	80,942
	Finance Costs	0.00%	0	0	0	0	0	0
	Sales	2.50%	60,075	13,022	65,025	59,850	5,350	100,000
	Misc. Financial	0.00%	10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal	**0.00%**	**5,943,994**	**1,398,785**	**5,953,854**	**4,748,064**	**683,582**	**3,724,790**
	Interest	7.50%	222,900	52,454	223,270	178,052	25,634	139,680
	Profit % GDV	15.00%	688,460	149,231	745,187	685,881	61,311	1,146,000
	COSTS		**6,855,353**	**1,600,470**	**6,922,310**	**5,611,997**	**770,527**	**5,010,470**
Residual Land Worth		**Site**	**-2,265,623**	**-605,599**	**-1,954,400**	**-1,039,457**	**-361,787**	**2,629,530**
	Existing Use Value	£/ha	50,000	50,000	50,000	25,000	50,000	25,000
	Benchmark Land Valu	£/ha	400,000	400,000	400,000	375,000	400,000	375,000
	Residual Value	£/ha	-31,718,721	-12,111,984	-7,329,000	-1,039,457	-3,617,875	2,300,839

			Prime Retail Central	Secondary Retail	Supermarket	Retail Warehouse
	CIL	**£/m2**	**0**	**0**	**0**	**0**
Income	m2		200	200	2,000	4,000
	£/m2		3,720	2,040	4,760	3,270
	Capital Value		**744,000**	**408,000**	**9,520,000**	**13,080,000**
	Buyers Costs		33,480	18,360	428,400	588,600
	Capital Value		**710,520**	**389,640**	**9,091,600**	**12,491,400**
Costs	Land Used	Coverage	80%	80%	33%	50%
		ha	0.025	0.025	0.600	0.800
		£/ha	50,000	50,000	25,000	25,000
		Uplift £/ha	350,000	350,000	350,000	350,000
			0	0	0	0
		Site Cost	**10,000**	**10,000**	**225,023**	**300,000**
	Stamp Duty (on VT)	4.00%	400	400	9,001	12,000
	Acquisition	1.50%	150	150	3,375	4,500
	Strategic Promotion	0.00%	0	0	0	0
	Pre Planning	0.00%	10,000	10,000	10,000	10,000
	Construction	/m2	1,583	1,583	2,056	1,020
		£	316,516	316,516	4,112,800	4,078,880
	Infrastructure	15.00%	47,477	47,477	616,920	611,832
	BNG	3,150	79	79	1,890	2,520
	Abnormals	0.00%	0	0	0	0
	Fees	8.00%	29,119	29,119	378,378	375,257
	S106		0	0	0	0
	CIL		0	0	0	0
	Contingency	2.50%	9,100	9,100	118,243	117,268
	Finance Costs	0.00%	0	0	0	0
	Sales	2.50%	9,300	5,100	119,000	163,500
	Misc. Financial	0.00%	10,000	25,000	25,000	25,000
	Subtotal	**0.00%**	**432,141**	**442,941**	**5,394,607**	**5,400,757**
	Interest	7.50%	16,205	16,610	202,298	202,528
	Profit % GDV	15.00%	106,578	58,446	1,363,740	1,873,710
	COSTS		**554,925**	**517,998**	**6,960,645**	**7,476,995**
Residual Land Worth		**Site**	**155,595**	**-128,358**	**2,130,955**	**5,014,405**
	Existing Use Value	£/ha	50,000	50,000	25,000	25,000
	Benchmark Land Valu	£/ha	400,000	400,000	375,000	375,000
	Residual Value	£/ha	6,223,810	-5,134,310	3,551,237	6,268,006

Brownfield

			Offices - Central	Offices - Small	Offices - Park	Industrial	Industrial - Small	Distribution
	CIL	**£/m2**	**0**	**0**	**0**	**0**	**0**	**0**
Income	m2		2,000	500	2,000	4,000	400	4,000
	£/m2		2,670	2,315	2,890	1,260	1,070	2,000
	Capital Value		**4,806,000**	**1,041,750**	**5,202,000**	**4,788,000**	**428,000**	**8,000,000**
	Buyers Costs		216,270	46,879	234,090	215,460	19,260	360,000
	Capital Value		**4,589,730**	**994,871**	**4,967,910**	**4,572,540**	**408,740**	**7,640,000**
Costs	Land Used	Coverage	280%	100%	75%	40%	40%	35%
		ha	0.071	0.050	0.267	1.000	0.100	1.143
		£/ha	300,000	300,000	300,000	300,000	300,000	300,000
		Uplift £/ha	0	0	0	0	0	0
			60,000	60,000	60,000	60,000	60,000	60,000
		Site Cost	**25,714**	**18,000**	**96,000**	**360,000**	**36,000**	**411,429**
	Stamp Duty (on VT)	4.00%	1,029	720	3,840	14,400	1,440	16,457
	Acquisition	1.50%	386	270	1,440	5,400	540	6,171
	Strategic Promotion	0.00%	0	0	0	0	0	0
	Pre Planning	0.00%	10,000	10,000	10,000	10,000	10,000	10,000
	Construction	/m2	2,307	2,148	2,307	914	1,290	704
		£	4,613,120	1,073,780	4,613,120	3,654,880	516,008	2,815,360
	Infrastructure	15.00%	691,968	161,067	691,968	548,232	77,401	422,304
	BNG	47,885	3,420	2,394	12,769	47,885	4,789	54,726
	Abnormals	5.00%	265,254	61,742	265,254	210,156	29,670	161,883
	Fees	8.00%	445,627	103,727	445,627	353,061	49,846	271,964
	S106		0	0	0	0	0	0
	CIL		0	0	0	0	0	0
	Contingency	5.00%	278,517	64,829	278,517	220,663	31,154	84,989
	Finance Costs	0.00%	0	0	0	0	0	0
	Sales	2.50%	60,075	13,022	65,025	59,850	5,350	100,000
	Misc. Financial	0.00%	10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal	**0.00%**	**6,379,397**	**1,501,552**	**6,397,561**	**5,134,527**	**736,199**	**3,953,854**
	Interest	7.50%	239,227	56,308	239,909	192,545	27,607	148,270
	Profit % GDV	15.00%	688,460	149,231	745,187	685,881	61,311	1,146,000
	COSTS		**7,307,083**	**1,707,091**	**7,382,656**	**6,012,953**	**825,117**	**5,248,123**
Residual Land Worth		**Site**	**-2,717,353**	**-712,220**	**-2,414,746**	**-1,440,413**	**-416,377**	**2,391,877**
	Existing Use Value	£/ha	300,000	300,000	300,000	300,000	300,000	300,000
	Benchmark Land Valu	£/ha	360,000	360,000	360,000	360,000	360,000	360,000
	Residual Value	£/ha	-38,042,948	-14,244,395	-9,055,299	-1,440,413	-4,163,770	2,092,892

			Prime Retail Central	Secondary Retail	Supermarket	Retail Warehouse
	CIL	**£/m2**	**0**	**0**	**0**	**0**
Income	m2		200	200	2,000	4,000
	£/m2		3,720	2,040	4,760	3,270
	Capital Value		**744,000**	**408,000**	**9,520,000**	**13,080,000**
	Buyers Costs		33,480	18,360	428,400	588,600
	Capital Value		**710,520**	**389,640**	**9,091,600**	**12,491,400**
Costs	Land Used	Coverage	80%	80%	33%	50%
		ha	0.025	0.025	0.600	0.800
		£/ha	300,000	300,000	300,000	300,000
		Uplift £/ha	0	0	0	0
			60,000	60,000	60,000	60,000
		Site Cost	**9,000**	**9,000**	**216,022**	**288,000**
	Stamp Duty (on VT)	4.00%	360	360	8,641	11,520
	Acquisition	1.50%	135	135	3,240	4,320
	Strategic Promotion	0.00%	0	0	0	0
	Pre Planning	0.00%	10,000	10,000	10,000	10,000
	Construction	/m2	1,583	1,583	2,056	1,020
		£	316,516	316,516	4,112,800	4,078,880
	Infrastructure	15.00%	47,477	47,477	616,920	611,832
	BNG	47,885	1,197	1,197	28,734	38,308
	Abnormals	5.00%	18,200	18,200	236,486	234,536
	Fees	8.00%	30,575	30,575	397,296	394,020
	S106		0	0	0	0
	CIL		0	0	0	0
	Contingency	5.00%	19,110	19,110	248,310	246,262
	Finance Costs	0.00%	0	0	0	0
	Sales	2.50%	9,300	5,100	119,000	163,500
	Misc. Financial	0.00%	10,000	25,000	25,000	25,000
	Subtotal	**0.00%**	**462,870**	**473,670**	**5,806,428**	**5,818,178**
	Interest	7.50%	17,358	17,763	217,741	218,182
	Profit % GDV	15.00%	106,578	58,446	1,363,740	1,873,710
	COSTS		**586,806**	**549,879**	**7,387,909**	**7,910,069**
Residual Land Worth		**Site**	**123,714**	**-160,239**	**1,703,691**	**4,581,331**
	Existing Use Value	£/ha	300,000	300,000	300,000	300,000
	Benchmark Land Valu	£/ha	360,000	360,000	360,000	360,000
	Residual Value	£/ha	4,948,563	-6,409,557	2,839,201	5,726,663

HDH Planning & Development Ltd is a specialist planning consultancy providing evidence to support planning authorities, land owners and developers. The firm is regulated by the RICS.

The main areas of expertise are:

- Community Infrastructure Levy (CIL)
- District wide and site specific Viability Analysis
- Local and Strategic Housing Market Assessments and Housing Needs Assessments

HDH Planning and Development have clients throughout England and Wales.

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