

# London Borough of Richmond upon Thames

## Affordable Housing Financial Viability Assessment – Sub Threshold Contributions

### Appendix 1: London Borough Richmond House Pricing Sept 07-Sept 10

A Report by Christopher Marsh & Co Ltd  
(t/a Sustainable Property Consultants)

November 2010

# London Borough Richmond House Pricing Sept 07-Sept 10

Month	Index	Average Price (£)	Monthly Change (%)	Annual Change (%)	Sales Volume
September 2007	378.6	439,101	0.9	19.7	368
October 2007	383.1	444,356	1.2	18.9	331
November 2007	385.3	446,937	0.6	18.4	331
December 2007	386.4	448,175	0.3	17.3	215
January 2008	387.7	449,723	0.3	16.3	238
February 2008	389	451,202	0.3	15.2	222
March 2008	388.7	450,822	-0.1	13.5	174
April 2008	384.7	446,163	-1.0	10.3	232
May 2008	386.2	447,908	0.4	8.9	250
June 2008	380.5	441,294	-1.5	5.7	209
July 2008	378.8	439,339	-0.4	3.2	257
August 2008	374.1	433,966	-1.2	-0.3	170
September 2008	363.7	421,834	-2.8	-3.9	145
October 2008	353.6	410,166	-2.8	-7.7	136
November 2008	340.1	394,457	-3.8	-11.7	111
December 2008	331.7	384,772	-2.5	-14.1	131
January 2009	327.6	379,939	-1.3	-15.5	106
February 2009	324.6	376,483	-0.9	-16.6	102
March 2009	319.7	370,800	-1.5	-17.8	125
April 2009	322.6	374,139	0.9	-16.1	179
May 2009	322.7	374,310	0.0	-16.4	161
June 2009	324.8	376,727	0.6	-14.6	214
July 2009	330.4	383,223	1.7	-12.8	280
August 2009	334.1	387,486	1.1	-10.7	272
September 2009	336.9	390,795	0.9	-7.4	272
October 2009	342.6	397,343	1.7	-3.1	305
November 2009	347.7	403,251	1.5	2.2	268
December 2009	353.2	409,652	1.6	6.5	288

Month	Index	Average Price (£)	Monthly Change (%)	Annual Change (%)	Sales Volume
January 2010	360.1	417,686	2.0	9.9	210
February 2010	364.3	422,540	1.2	12.2	217
March 2010	368.9	427,845	1.3	15.4	224
April 2010	370.4	429,669	0.4	14.8	228
May 2010	373.3	432,969	0.8	15.7	261
June 2010	374.3	434,193	0.3	15.3	305
July 2010	377	437,309	0.7	14.1	355
August 2010	379.8	440,541	0.7	13.7	296
September 2010	379.1	439,717	-0.2	12.5	-

Source: Land Registry

# London Borough of Richmond upon Thames

Richmond Affordable Housing Financial Viability  
Assessment - Sub-Threshold Contributions

Appendix 2

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# Richmond Affordable Housing Financial Viability Assessment. Sub-Threshold Contributions



## Acronyms

### WORKED EXAMPLE (HIGH EUV)

- MODEL 1 - 20.0% developer profit, £5,000 planning obligation, 1 unit
- MODEL 2 - 20.0% developer profit, £5,000 planning obligation, 3 units
- MODEL 3 - 20.0% developer profit, £5,000 planning obligation, 6 units
- MODEL 4 - 20.0% developer profit, £5,000 planning obligation, 9 units
- MODEL 5 - 20.0% developer profit, £10,000 planning obligation, 1 unit
- MODEL 6 - 20.0% developer profit, £10,000 planning obligation, 3 units
- MODEL 7 - 20.0% developer profit, £10,000 planning obligation, 6 units
- MODEL 8 - 20.0% developer profit, £10,000 planning obligation, 9 units
- MODEL 9 - 20.0% developer profit, £15,000 planning obligation, 1 unit
- MODEL 10 - 20.0% developer profit, £15,000 planning obligation, 3 units
- MODEL 11 - 20.0% developer profit, £15,000 planning obligation, 6 units
- MODEL 12 - 20.0% developer profit, £15,000 planning obligation, 9 units
- MODEL 13 - 17.0% developer profit, £5,000 planning obligation, 1 unit
- MODEL 14 - 17.0% developer profit, £5,000 planning obligation, 3 units
- MODEL 15 - 17.0% developer profit, £5,000 planning obligation, 6 units
- MODEL 16 - 17.0% developer profit, £5,000 planning obligation, 9 units
- MODEL 17 - 17.0% developer profit, £10,000 planning obligation, 1 unit
- MODEL 18 - 17.0% developer profit, £10,000 planning obligation, 3 units
- MODEL 19 - 17.0% developer profit, £10,000 planning obligation, 6 units
- MODEL 20 - 17.0% developer profit, £10,000 planning obligation, 9 units
- MODEL 21 - 17.0% developer profit, £15,000 planning obligation, 1 unit
- MODEL 22 - 17.0% developer profit, £15,000 planning obligation, 3 units
- MODEL 23 - 17.0% developer profit, £15,000 planning obligation, 6 units
- MODEL 24 - 17.0% developer profit, £15,000 planning obligation, 9 units

## Acronyms

CSH	Code for Sustainable Homes
DP	Developer's Profit
EUV	Existing Use Value
GDV	Gross Developed Value
PO	Planning Obligations
PSM	Per Square Metre
PU	Per Unit
RLV	Residual Land Value
SQ FT	Square Feet
SQM	Square Metres
UPH	Units Per Hectare



WORKED EXAMPLE (HIGH EUV)



Density per hectare	35 units
Plot size (not unit size)	90 sq m
Sales value (per unit)	£4,000 per sq m
High EUV	£19,500,000 per hectare

Build cost psm	£1,400
CSH per unit	£8,064
PO per unit	£5,000
DP	20.0%

**Calculations from Model 1 worksheet:**

Build cost/hectare	£4,410,000	35 units x 90 sq m each x £1,400
Build cost per unit	£126,000	£4,410,000 / 35 units
Build cost PU plus CSH	£134,064	£126,000 plus £8,064
Build cost PU plus PO	£139,064	£134,064 plus £5,000
Build cost PU plus DP 20%	£166,877	£139,064 x 120%
Total cost per unit	£166,877	Calculated as above
Therefore total build cost per sq metre	£1,854	£166,877 / 90 sq m

**All of the above is for one Unit (i.e. It includes CSH and PO per unit and profit) calculated to cost per square metre**

*Calculate for one unit*

Sales value	£360,000	£4,000 x 90 square metres
Total build cost (including developer profit)	£166,877	£1,854 x 90 square metres
RLV	£193,123	£360,000 minus £166,877
EUV per hectare	£19,500,000	
EUV per sq metre	£1,950	£19,500,000 / 10,000
EUV per unit	£175,500	£1,950 x 90 sq m
RLV less EUV/Unit	£17,623	£193,123 minus £175,500
RLV less EUV per hectare	£616,812	£17,623 x 35 units

### MODEL 1 - 20.0% developer profit, £5,000 planning obligation, 1 unit

**Cost and profit calculations - 1 unit**

Density	Units/ha	35	70	130	200	260
	Build costs - £ psm	£1,400	£1,550	£1,750	£1,894	£2,013

PO	£5,000 per unit
CSH	£8,064 per unit
Grant	No
DP	20.0%
Units	1

	Unit size/m	90	70	65	60	55
workings	Build cost per ha	£4,410,000	£7,595,000	£14,787,500	£22,728,000	£28,785,900
	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715
	Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779
	Build cost PU plus PO	£139,064	£121,564	£126,814	£126,704	£123,779
	Build cost PU plus DP	£166,877	£145,877	£152,177	£152,045	£148,535
	Total cost per unit	£166,877	£145,877	£152,177	£152,045	£148,535
	Total build cost pm	£1,854	£2,084	£2,341	£2,534	£2,701

cost per ha / units per ha  
plus CSH per unit  
plus s106 per unit  
times DP

inc. PO, CSH, DP

<b>Sales value per site with 1 unit</b>		<b>35 /ha</b>	<b>70 /ha</b>	<b>130 /ha</b>	<b>200 /ha</b>	<b>260 /ha</b>
Sales Value psm						
£4,000		£360,000	£280,000	£260,000	£240,000	£220,000
£5,000		£450,000	£350,000	£325,000	£300,000	£275,000
£6,000		£540,000	£420,000	£390,000	£360,000	£330,000
£7,000		£630,000	£490,000	£455,000	£420,000	£385,000
£8,000		£720,000	£560,000	£520,000	£480,000	£440,000
£9,000		£810,000	£630,000	£585,000	£540,000	£495,000
£10,000		£900,000	£700,000	£650,000	£600,000	£550,000
£11,000		£990,000	£770,000	£715,000	£660,000	£605,000
£12,000		£1,080,000	£840,000	£780,000	£720,000	£660,000
£13,000		£1,170,000	£910,000	£845,000	£780,000	£715,000

**Build cost plus profit per site with 1 unit**

Sales Value psm						
£4,000		£166,877	£145,877	£152,177	£152,045	£148,535
£5,000		£166,877	£145,877	£152,177	£152,045	£148,535
£6,000		£166,877	£145,877	£152,177	£152,045	£148,535
£7,000		£166,877	£145,877	£152,177	£152,045	£148,535
£8,000		£166,877	£145,877	£152,177	£152,045	£148,535
£9,000		£166,877	£145,877	£152,177	£152,045	£148,535
£10,000		£166,877	£145,877	£152,177	£152,045	£148,535
£11,000		£166,877	£145,877	£152,177	£152,045	£148,535
£12,000		£166,877	£145,877	£152,177	£152,045	£148,535
£13,000		£166,877	£145,877	£152,177	£152,045	£148,535

**Land value per plot with 1 unit - before considering EUV**

Sales Value psm						
£4,000		£193,123	£134,123	£107,823	£87,955	£71,465
£5,000		£283,123	£204,123	£172,823	£147,955	£126,465
£6,000		£373,123	£274,123	£237,823	£207,955	£181,465
£7,000		£463,123	£344,123	£302,823	£267,955	£236,465
£8,000		£553,123	£414,123	£367,823	£327,955	£291,465
£9,000		£643,123	£484,123	£432,823	£387,955	£346,465
£10,000		£733,123	£554,123	£497,823	£447,955	£401,465
£11,000		£823,123	£624,123	£562,823	£507,955	£456,465
£12,000		£913,123	£694,123	£627,823	£567,955	£511,465
£13,000		£1,003,123	£764,123	£692,823	£627,955	£566,465



## MODEL 1 - 20.0% developer profit, £5,000 planning obligation, 1 unit

RLVs less existing use value	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
<b>1 - High Resi EUV</b>	<b>£19,500,000 per ha (previously developed - high end residential)</b>				
Sales Value psm					
£4,000	£17,623	-£2,377	-£18,927	-£29,045	-£35,785
£5,000	£107,623	£67,623	£46,073	£30,955	£19,215
£6,000	£197,623	£137,623	£111,073	£90,955	£74,215
£7,000	£287,623	£207,623	£176,073	£150,955	£129,215
£8,000	£377,623	£277,623	£241,073	£210,955	£184,215
£9,000	£467,623	£347,623	£306,073	£270,955	£239,215
£10,000	£557,623	£417,623	£371,073	£330,955	£294,215
£11,000	£647,623	£487,623	£436,073	£390,955	£349,215
£12,000	£737,623	£557,623	£501,073	£450,955	£404,215
£13,000	£827,623	£627,623	£566,073	£510,955	£459,215
<b>2 - Medium EUV</b>	<b>£13,000,000 per ha (previously developed - offices)</b>				
Sales Value psm					
£4,000	£76,123	£43,123	£23,323	£9,955	-£35
£5,000	£166,123	£113,123	£88,323	£69,955	£54,965
£6,000	£256,123	£183,123	£153,323	£129,955	£109,965
£7,000	£346,123	£253,123	£218,323	£189,955	£164,965
£8,000	£436,123	£323,123	£283,323	£249,955	£219,965
£9,000	£526,123	£393,123	£348,323	£309,955	£274,965
£10,000	£616,123	£463,123	£413,323	£369,955	£329,965
£11,000	£706,123	£533,123	£478,323	£429,955	£384,965
£12,000	£796,123	£603,123	£543,323	£489,955	£439,965
£13,000	£886,123	£673,123	£608,323	£549,955	£494,965
<b>3 - Low Resi EUV</b>	<b>£10,400,000 per ha (previously developed - low end residential)</b>				
Sales Value psm					
£4,000	£99,523	£61,323	£40,223	£25,555	£14,265
£5,000	£189,523	£131,323	£105,223	£85,555	£69,265
£6,000	£279,523	£201,323	£170,223	£145,555	£124,265
£7,000	£369,523	£271,323	£235,223	£205,555	£179,265
£8,000	£459,523	£341,323	£300,223	£265,555	£234,265
£9,000	£549,523	£411,323	£365,223	£325,555	£289,265
£10,000	£639,523	£481,323	£430,223	£385,555	£344,265
£11,000	£729,523	£551,323	£495,223	£445,555	£399,265
£12,000	£819,523	£621,323	£560,223	£505,555	£454,265
£13,000	£909,523	£691,323	£625,223	£565,555	£509,265
<b>4 - Lower EUV</b>	<b>£3,900,000 per ha (previously developed - community uses)</b>				
Sales Value psm					
£4,000	£158,023	£106,823	£82,473	£64,555	£50,015
£5,000	£248,023	£176,823	£147,473	£124,555	£105,015
£6,000	£338,023	£246,823	£212,473	£184,555	£160,015
£7,000	£428,023	£316,823	£277,473	£244,555	£215,015
£8,000	£518,023	£386,823	£342,473	£304,555	£270,015
£9,000	£608,023	£456,823	£407,473	£364,555	£325,015
£10,000	£698,023	£526,823	£472,473	£424,555	£380,015
£11,000	£788,023	£596,823	£537,473	£484,555	£435,015
£12,000	£878,023	£666,823	£602,473	£544,555	£490,015
£13,000	£968,023	£736,823	£667,473	£604,555	£545,015

MODEL 1 - 20.0% developer profit, £5,000 planning obligation, 1 unit

RLVs less existing use value

35 /ha

70 /ha

130 /ha

200 /ha

260 /ha

1 - High EUV

	£19,500,000 per ha (previously developed - high end residential)				
£4,000	😊	😊	😊	😞	😞
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

2 - Medium EUV

	£13,000,000 per ha (previously developed - offices)				
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

3 - Low EUV

	£10,400,000 per ha (previously developed - low end residential)				
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

4 - Lower EUV

	£3,900,000 per ha (previously developed - community uses)				
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

## MODEL 2 - 20.0% developer profit, £5,000 planning obligation, 3 units

### Cost and profit calculations - 3 units

Density	Units/ha	35	70	130	200	260
Build costs - £ psm		£1,400	£1,550	£1,750	£1,894	£2,013

PO	£5,000 per unit
CSH	£8,064 per unit
Grant	No
DP	20.0%
Units	3

Unit size/m	90	70	65	60	55
Build cost per ha	£4,410,000	£7,595,000	£14,787,500	£22,728,000	£28,785,900
Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715
Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779
Build cost PU plus PO	£139,064	£121,564	£126,814	£126,704	£123,779
Build cost PU plus DP	£166,877	£145,877	£152,177	£152,045	£148,535
Total cost per unit	£166,877	£145,877	£152,177	£152,045	£148,535
Total build cost pm	£1,854	£2,084	£2,341	£2,534	£2,701

cost per ha / units per ha  
plus CSH per unit  
plus s106 per unit  
times DP

inc. PO, CSH, DP

Sales value per site with 3 units	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
Sales Value psm					
£4,000	£1,080,000	£840,000	£780,000	£720,000	£660,000
£5,000	£1,350,000	£1,050,000	£975,000	£900,000	£825,000
£6,000	£1,620,000	£1,260,000	£1,170,000	£1,080,000	£990,000
£7,000	£1,890,000	£1,470,000	£1,365,000	£1,260,000	£1,155,000
£8,000	£2,160,000	£1,680,000	£1,560,000	£1,440,000	£1,320,000
£9,000	£2,430,000	£1,890,000	£1,755,000	£1,620,000	£1,485,000
£10,000	£2,700,000	£2,100,000	£1,950,000	£1,800,000	£1,650,000
£11,000	£2,970,000	£2,310,000	£2,145,000	£1,980,000	£1,815,000
£12,000	£3,240,000	£2,520,000	£2,340,000	£2,160,000	£1,980,000
£13,000	£3,510,000	£2,730,000	£2,535,000	£2,340,000	£2,145,000

### Build cost plus profit per site with 3 units

Sales Value psm					
£4,000	£500,630	£437,630	£456,530	£456,134	£445,604
£5,000	£500,630	£437,630	£456,530	£456,134	£445,604
£6,000	£500,630	£437,630	£456,530	£456,134	£445,604
£7,000	£500,630	£437,630	£456,530	£456,134	£445,604
£8,000	£500,630	£437,630	£456,530	£456,134	£445,604
£9,000	£500,630	£437,630	£456,530	£456,134	£445,604
£10,000	£500,630	£437,630	£456,530	£456,134	£445,604
£11,000	£500,630	£437,630	£456,530	£456,134	£445,604
£12,000	£500,630	£437,630	£456,530	£456,134	£445,604
£13,000	£500,630	£437,630	£456,530	£456,134	£445,604

### Land value per plot with 3 units - before considering EUV

Sales Value psm					
£4,000	£579,370	£402,370	£323,470	£263,866	£214,396
£5,000	£849,370	£612,370	£518,470	£443,866	£379,396
£6,000	£1,119,370	£822,370	£713,470	£623,866	£544,396
£7,000	£1,389,370	£1,032,370	£908,470	£803,866	£709,396
£8,000	£1,659,370	£1,242,370	£1,103,470	£983,866	£874,396
£9,000	£1,929,370	£1,452,370	£1,298,470	£1,163,866	£1,039,396
£10,000	£2,199,370	£1,662,370	£1,493,470	£1,343,866	£1,204,396
£11,000	£2,469,370	£1,872,370	£1,688,470	£1,523,866	£1,369,396
£12,000	£2,739,370	£2,082,370	£1,883,470	£1,703,866	£1,534,396
£13,000	£3,009,370	£2,292,370	£2,078,470	£1,883,866	£1,699,396

MODEL 2 - 20.0% developer profit, £5,000 planning obligation, 3 units

RLVs less existing use value	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
<b>1 - High Resi EUV</b>	<b>£19,500,000 per ha (previously developed - high end residential)</b>				
Sales Value psm					
£4,000	£52,870	-£7,130	-£56,780	-£87,134	-£107,354
£5,000	£322,870	£202,870	£138,220	£92,866	£57,646
£6,000	£592,870	£412,870	£333,220	£272,866	£222,646
£7,000	£862,870	£622,870	£528,220	£452,866	£387,646
£8,000	£1,132,870	£832,870	£723,220	£632,866	£552,646
£9,000	£1,402,870	£1,042,870	£918,220	£812,866	£717,646
£10,000	£1,672,870	£1,252,870	£1,113,220	£992,866	£882,646
£11,000	£1,942,870	£1,462,870	£1,308,220	£1,172,866	£1,047,646
£12,000	£2,212,870	£1,672,870	£1,503,220	£1,352,866	£1,212,646
£13,000	£2,482,870	£1,882,870	£1,698,220	£1,532,866	£1,377,646
<b>2 - Medium EUV</b>	<b>£13,000,000 per ha (previously developed - offices)</b>				
Sales Value psm					
£4,000	£228,370	£129,370	£69,970	£29,866	-£104
£5,000	£498,370	£339,370	£264,970	£209,866	£164,896
£6,000	£768,370	£549,370	£459,970	£389,866	£329,896
£7,000	£1,038,370	£759,370	£654,970	£569,866	£494,896
£8,000	£1,308,370	£969,370	£849,970	£749,866	£659,896
£9,000	£1,578,370	£1,179,370	£1,044,970	£929,866	£824,896
£10,000	£1,848,370	£1,389,370	£1,239,970	£1,109,866	£989,896
£11,000	£2,118,370	£1,599,370	£1,434,970	£1,289,866	£1,154,896
£12,000	£2,388,370	£1,809,370	£1,629,970	£1,469,866	£1,319,896
£13,000	£2,658,370	£2,019,370	£1,824,970	£1,649,866	£1,484,896
<b>3 - Low Resi EUV</b>	<b>£10,400,000 per ha (previously developed - low end residential)</b>				
Sales Value psm					
£4,000	£298,570	£183,970	£120,670	£76,666	£42,796
£5,000	£568,570	£393,970	£315,670	£256,666	£207,796
£6,000	£838,570	£603,970	£510,670	£436,666	£372,796
£7,000	£1,108,570	£813,970	£705,670	£616,666	£537,796
£8,000	£1,378,570	£1,023,970	£900,670	£796,666	£702,796
£9,000	£1,648,570	£1,233,970	£1,095,670	£976,666	£867,796
£10,000	£1,918,570	£1,443,970	£1,290,670	£1,156,666	£1,032,796
£11,000	£2,188,570	£1,653,970	£1,485,670	£1,336,666	£1,197,796
£12,000	£2,458,570	£1,863,970	£1,680,670	£1,516,666	£1,362,796
£13,000	£2,728,570	£2,073,970	£1,875,670	£1,696,666	£1,527,796
<b>4 - Lower EUV</b>	<b>£3,900,000 per ha (previously developed - community uses)</b>				
Sales Value psm					
£4,000	£474,070	£320,470	£247,420	£193,666	£150,046
£5,000	£744,070	£530,470	£442,420	£373,666	£315,046
£6,000	£1,014,070	£740,470	£637,420	£553,666	£480,046
£7,000	£1,284,070	£950,470	£832,420	£733,666	£645,046
£8,000	£1,554,070	£1,160,470	£1,027,420	£913,666	£810,046
£9,000	£1,824,070	£1,370,470	£1,222,420	£1,093,666	£975,046
£10,000	£2,094,070	£1,580,470	£1,417,420	£1,273,666	£1,140,046
£11,000	£2,364,070	£1,790,470	£1,612,420	£1,453,666	£1,305,046
£12,000	£2,634,070	£2,000,470	£1,807,420	£1,633,666	£1,470,046
£13,000	£2,904,070	£2,210,470	£2,002,420	£1,813,666	£1,635,046

MODEL 2 - 20.0% developer profit, £5,000 planning obligation, 3 units

RLVs less existing use value

35 /ha

70 /ha

130 /ha

200 /ha

260 /ha

1 - High EUV

	£19,500,000 per ha (previously developed - high end residential)				
£4,000	😊	😊	😊	😞	😞
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

2 - Medium EUV

	£13,000,000 per ha (previously developed - offices)				
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

3 - Low EUV

	£10,400,000 per ha (previously developed - low end residential)				
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

4 - Lower EUV

	£3,900,000 per ha (previously developed - community uses)				
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

### MODEL 3 - 20.0% developer profit, £5,000 planning obligation, 6 units

**Cost and profit calculations - 6 units**

Density	Units/ha	35	70	130	200	260
	Build costs - £ psm	£1,400	£1,550	£1,750	£1,894	£2,013

PO	£5,000 per unit
CSH	£8,064 per unit
Grant	No
DP	20.0%
Units	6

	Unit size/m	90	70	65	60	55
workings	Build cost per ha	£4,410,000	£7,595,000	£14,787,500	£22,728,000	£28,785,900
	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715
	Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779
	Build cost PU plus PO	£139,064	£121,564	£126,814	£126,704	£123,779
	Build cost PU plus DP	£166,877	£145,877	£152,177	£152,045	£148,535
	Total cost per unit	£166,877	£145,877	£152,177	£152,045	£148,535
	Total build cost pm	£1,854	£2,084	£2,341	£2,534	£2,701

cost per ha / units per ha  
plus CSH per unit  
plus s106 per unit  
times DP

inc. PO, CSH, DP

Sales value per site with 6 units	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
Sales Value psm					
£4,000	£2,160,000	£1,680,000	£1,560,000	£1,440,000	£1,320,000
£5,000	£2,700,000	£2,100,000	£1,950,000	£1,800,000	£1,650,000
£6,000	£3,240,000	£2,520,000	£2,340,000	£2,160,000	£1,980,000
£7,000	£3,780,000	£2,940,000	£2,730,000	£2,520,000	£2,310,000
£8,000	£4,320,000	£3,360,000	£3,120,000	£2,880,000	£2,640,000
£9,000	£4,860,000	£3,780,000	£3,510,000	£3,240,000	£2,970,000
£10,000	£5,400,000	£4,200,000	£3,900,000	£3,600,000	£3,300,000
£11,000	£5,940,000	£4,620,000	£4,290,000	£3,960,000	£3,630,000
£12,000	£6,480,000	£5,040,000	£4,680,000	£4,320,000	£3,960,000
£13,000	£7,020,000	£5,460,000	£5,070,000	£4,680,000	£4,290,000

**Build cost plus profit per site with 6 units**

Sales Value psm					
£4,000	£1,001,261	£875,261	£913,061	£912,269	£891,209
£5,000	£1,001,261	£875,261	£913,061	£912,269	£891,209
£6,000	£1,001,261	£875,261	£913,061	£912,269	£891,209
£7,000	£1,001,261	£875,261	£913,061	£912,269	£891,209
£8,000	£1,001,261	£875,261	£913,061	£912,269	£891,209
£9,000	£1,001,261	£875,261	£913,061	£912,269	£891,209
£10,000	£1,001,261	£875,261	£913,061	£912,269	£891,209
£11,000	£1,001,261	£875,261	£913,061	£912,269	£891,209
£12,000	£1,001,261	£875,261	£913,061	£912,269	£891,209
£13,000	£1,001,261	£875,261	£913,061	£912,269	£891,209

**Land value per plot with 6 units - before considering EUV**

Sales Value psm					
£4,000	£1,158,739	£804,739	£646,939	£527,731	£428,791
£5,000	£1,698,739	£1,224,739	£1,036,939	£887,731	£758,791
£6,000	£2,238,739	£1,644,739	£1,426,939	£1,247,731	£1,088,791
£7,000	£2,778,739	£2,064,739	£1,816,939	£1,607,731	£1,418,791
£8,000	£3,318,739	£2,484,739	£2,206,939	£1,967,731	£1,748,791
£9,000	£3,858,739	£2,904,739	£2,596,939	£2,327,731	£2,078,791
£10,000	£4,398,739	£3,324,739	£2,986,939	£2,687,731	£2,408,791
£11,000	£4,938,739	£3,744,739	£3,376,939	£3,047,731	£2,738,791
£12,000	£5,478,739	£4,164,739	£3,766,939	£3,407,731	£3,068,791
£13,000	£6,018,739	£4,584,739	£4,156,939	£3,767,731	£3,398,791

## MODEL 3 - 20.0% developer profit, £5,000 planning obligation, 6 units

RLVs less existing use value	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
<b>1 - High Resi EUV</b>	<b>£19,500,000 per ha (previously developed - high end residential)</b>				
Sales Value psm					
£4,000	£105,739	-£14,261	-£113,561	-£174,269	-£214,709
£5,000	£645,739	£405,739	£276,439	£185,731	£115,291
£6,000	£1,185,739	£825,739	£666,439	£545,731	£445,291
£7,000	£1,725,739	£1,245,739	£1,056,439	£905,731	£775,291
£8,000	£2,265,739	£1,665,739	£1,446,439	£1,265,731	£1,105,291
£9,000	£2,805,739	£2,085,739	£1,836,439	£1,625,731	£1,435,291
£10,000	£3,345,739	£2,505,739	£2,226,439	£1,985,731	£1,765,291
£11,000	£3,885,739	£2,925,739	£2,616,439	£2,345,731	£2,095,291
£12,000	£4,425,739	£3,345,739	£3,006,439	£2,705,731	£2,425,291
£13,000	£4,965,739	£3,765,739	£3,396,439	£3,065,731	£2,755,291
<b>2 - Medium EUV</b>	<b>£13,000,000 per ha (previously developed - offices)</b>				
Sales Value psm					
£4,000	£456,739	£258,739	£139,939	£59,731	-£209
£5,000	£996,739	£678,739	£529,939	£419,731	£329,791
£6,000	£1,536,739	£1,098,739	£919,939	£779,731	£659,791
£7,000	£2,076,739	£1,518,739	£1,309,939	£1,139,731	£989,791
£8,000	£2,616,739	£1,938,739	£1,699,939	£1,499,731	£1,319,791
£9,000	£3,156,739	£2,358,739	£2,089,939	£1,859,731	£1,649,791
£10,000	£3,696,739	£2,778,739	£2,479,939	£2,219,731	£1,979,791
£11,000	£4,236,739	£3,198,739	£2,869,939	£2,579,731	£2,309,791
£12,000	£4,776,739	£3,618,739	£3,259,939	£2,939,731	£2,639,791
£13,000	£5,316,739	£4,038,739	£3,649,939	£3,299,731	£2,969,791
<b>3 - Low Resi EUV</b>	<b>£10,400,000 per ha (previously developed - low end residential)</b>				
Sales Value psm					
£4,000	£597,139	£367,939	£241,339	£153,331	£85,591
£5,000	£1,137,139	£787,939	£631,339	£513,331	£415,591
£6,000	£1,677,139	£1,207,939	£1,021,339	£873,331	£745,591
£7,000	£2,217,139	£1,627,939	£1,411,339	£1,233,331	£1,075,591
£8,000	£2,757,139	£2,047,939	£1,801,339	£1,593,331	£1,405,591
£9,000	£3,297,139	£2,467,939	£2,191,339	£1,953,331	£1,735,591
£10,000	£3,837,139	£2,887,939	£2,581,339	£2,313,331	£2,065,591
£11,000	£4,377,139	£3,307,939	£2,971,339	£2,673,331	£2,395,591
£12,000	£4,917,139	£3,727,939	£3,361,339	£3,033,331	£2,725,591
£13,000	£5,457,139	£4,147,939	£3,751,339	£3,393,331	£3,055,591
<b>4 - Lower EUV</b>	<b>£3,900,000 per ha (previously developed - community uses)</b>				
Sales Value psm					
£4,000	£948,139	£640,939	£494,839	£387,331	£300,091
£5,000	£1,488,139	£1,060,939	£884,839	£747,331	£630,091
£6,000	£2,028,139	£1,480,939	£1,274,839	£1,107,331	£960,091
£7,000	£2,568,139	£1,900,939	£1,664,839	£1,467,331	£1,290,091
£8,000	£3,108,139	£2,320,939	£2,054,839	£1,827,331	£1,620,091
£9,000	£3,648,139	£2,740,939	£2,444,839	£2,187,331	£1,950,091
£10,000	£4,188,139	£3,160,939	£2,834,839	£2,547,331	£2,280,091
£11,000	£4,728,139	£3,580,939	£3,224,839	£2,907,331	£2,610,091
£12,000	£5,268,139	£4,000,939	£3,614,839	£3,267,331	£2,940,091
£13,000	£5,808,139	£4,420,939	£4,004,839	£3,627,331	£3,270,091

MODEL 3 - 20.0% developer profit, £5,000 planning obligation, 6 units

RLVs less existing use value

35 /ha      70 /ha      130 /ha      200 /ha      260 /ha

1 - High EUV

	£19,500,000 per ha (previously developed - high end residential)				
£4,000	😊	😊	😊	😞	😞
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

2 - Medium EUV

	£13,000,000 per ha (previously developed - offices)				
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

3 - Low EUV

	£10,400,000 per ha (previously developed - low end residential)				
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

4 - Lower EUV

	£3,900,000 per ha (previously developed - community uses)				
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊



## MODEL 4 - 20.0% developer profit, £5,000 planning obligation, 9 units

### Cost and profit calculations - 9 units

Density	Units/ha	35	70	130	200	260
Build costs - £ psm		£1,400	£1,550	£1,750	£1,894	£2,013

PO	£5,000 per unit
CSH	£8,064 per unit
Grant	No
DP	20.0%
Units	9

Unit size/m	90	70	65	60	55
Build cost per ha	£4,410,000	£7,595,000	£14,787,500	£22,728,000	£28,785,900
Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715
Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779
Build cost PU plus PO	£139,064	£121,564	£126,814	£126,704	£123,779
Build cost PU plus DP	£166,877	£145,877	£152,177	£152,045	£148,535
Total cost per unit	£166,877	£145,877	£152,177	£152,045	£148,535
Total build cost pm	£1,854	£2,084	£2,341	£2,534	£2,701

cost per ha / units per ha  
plus CSH per unit  
plus s106 per unit  
times DP

inc. PO, CSH, DP

Sales value per site with 9 units	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
Sales Value psm					
£4,000	£3,240,000	£2,520,000	£2,340,000	£2,160,000	£1,980,000
£5,000	£4,050,000	£3,150,000	£2,925,000	£2,700,000	£2,475,000
£6,000	£4,860,000	£3,780,000	£3,510,000	£3,240,000	£2,970,000
£7,000	£5,670,000	£4,410,000	£4,095,000	£3,780,000	£3,465,000
£8,000	£6,480,000	£5,040,000	£4,680,000	£4,320,000	£3,960,000
£9,000	£7,290,000	£5,670,000	£5,265,000	£4,860,000	£4,455,000
£10,000	£8,100,000	£6,300,000	£5,850,000	£5,400,000	£4,950,000
£11,000	£8,910,000	£6,930,000	£6,435,000	£5,940,000	£5,445,000
£12,000	£9,720,000	£7,560,000	£7,020,000	£6,480,000	£5,940,000
£13,000	£10,530,000	£8,190,000	£7,605,000	£7,020,000	£6,435,000

### Build cost plus profit per site with 9 units

Sales Value psm					
£4,000	£1,501,891	£1,312,891	£1,369,591	£1,368,403	£1,336,813
£5,000	£1,501,891	£1,312,891	£1,369,591	£1,368,403	£1,336,813
£6,000	£1,501,891	£1,312,891	£1,369,591	£1,368,403	£1,336,813
£7,000	£1,501,891	£1,312,891	£1,369,591	£1,368,403	£1,336,813
£8,000	£1,501,891	£1,312,891	£1,369,591	£1,368,403	£1,336,813
£9,000	£1,501,891	£1,312,891	£1,369,591	£1,368,403	£1,336,813
£10,000	£1,501,891	£1,312,891	£1,369,591	£1,368,403	£1,336,813
£11,000	£1,501,891	£1,312,891	£1,369,591	£1,368,403	£1,336,813
£12,000	£1,501,891	£1,312,891	£1,369,591	£1,368,403	£1,336,813
£13,000	£1,501,891	£1,312,891	£1,369,591	£1,368,403	£1,336,813

### Land value per plot with 9 units - before considering EUV

Sales Value psm					
£4,000	£1,738,109	£1,207,109	£970,409	£791,597	£643,187
£5,000	£2,548,109	£1,837,109	£1,555,409	£1,331,597	£1,138,187
£6,000	£3,358,109	£2,467,109	£2,140,409	£1,871,597	£1,633,187
£7,000	£4,168,109	£3,097,109	£2,725,409	£2,411,597	£2,128,187
£8,000	£4,978,109	£3,727,109	£3,310,409	£2,951,597	£2,623,187
£9,000	£5,788,109	£4,357,109	£3,895,409	£3,491,597	£3,118,187
£10,000	£6,598,109	£4,987,109	£4,480,409	£4,031,597	£3,613,187
£11,000	£7,408,109	£5,617,109	£5,065,409	£4,571,597	£4,108,187
£12,000	£8,218,109	£6,247,109	£5,650,409	£5,111,597	£4,603,187
£13,000	£9,028,109	£6,877,109	£6,235,409	£5,651,597	£5,098,187

MODEL 4 - 20.0% developer profit, £5,000 planning obligation, 9 units

RLVs less existing use value	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
<b>1 - High Resi EUV</b>	<b>£19,500,000 per ha (previously developed - high end residential)</b>				
Sales Value psm					
£4,000	£158,609	-£21,391	-£170,341	-£261,403	-£322,063
£5,000	£968,609	£608,609	£414,659	£278,597	£172,937
£6,000	£1,778,609	£1,238,609	£999,659	£818,597	£667,937
£7,000	£2,588,609	£1,868,609	£1,584,659	£1,358,597	£1,162,937
£8,000	£3,398,609	£2,498,609	£2,169,659	£1,898,597	£1,657,937
£9,000	£4,208,609	£3,128,609	£2,754,659	£2,438,597	£2,152,937
£10,000	£5,018,609	£3,758,609	£3,339,659	£2,978,597	£2,647,937
£11,000	£5,828,609	£4,388,609	£3,924,659	£3,518,597	£3,142,937
£12,000	£6,638,609	£5,018,609	£4,509,659	£4,058,597	£3,637,937
£13,000	£7,448,609	£5,648,609	£5,094,659	£4,598,597	£4,132,937
<b>2 - Medium EUV</b>	<b>£13,000,000 per ha (previously developed - offices)</b>				
Sales Value psm					
£4,000	£685,109	£388,109	£209,909	£89,597	-£313
£5,000	£1,495,109	£1,018,109	£794,909	£629,597	£494,687
£6,000	£2,305,109	£1,648,109	£1,379,909	£1,169,597	£989,687
£7,000	£3,115,109	£2,278,109	£1,964,909	£1,709,597	£1,484,687
£8,000	£3,925,109	£2,908,109	£2,549,909	£2,249,597	£1,979,687
£9,000	£4,735,109	£3,538,109	£3,134,909	£2,789,597	£2,474,687
£10,000	£5,545,109	£4,168,109	£3,719,909	£3,329,597	£2,969,687
£11,000	£6,355,109	£4,798,109	£4,304,909	£3,869,597	£3,464,687
£12,000	£7,165,109	£5,428,109	£4,889,909	£4,409,597	£3,959,687
£13,000	£7,975,109	£6,058,109	£5,474,909	£4,949,597	£4,454,687
<b>3 - Low Resi EUV</b>	<b>£10,400,000 per ha (previously developed - low end residential)</b>				
Sales Value psm					
£4,000	£895,709	£551,909	£362,009	£229,997	£128,387
£5,000	£1,705,709	£1,181,909	£947,009	£769,997	£623,387
£6,000	£2,515,709	£1,811,909	£1,532,009	£1,309,997	£1,118,387
£7,000	£3,325,709	£2,441,909	£2,117,009	£1,849,997	£1,613,387
£8,000	£4,135,709	£3,071,909	£2,702,009	£2,389,997	£2,108,387
£9,000	£4,945,709	£3,701,909	£3,287,009	£2,929,997	£2,603,387
£10,000	£5,755,709	£4,331,909	£3,872,009	£3,469,997	£3,098,387
£11,000	£6,565,709	£4,961,909	£4,457,009	£4,009,997	£3,593,387
£12,000	£7,375,709	£5,591,909	£5,042,009	£4,549,997	£4,088,387
£13,000	£8,185,709	£6,221,909	£5,627,009	£5,089,997	£4,583,387
<b>4 - Lower EUV</b>	<b>£3,900,000 per ha (previously developed - community uses)</b>				
Sales Value psm					
£4,000	£1,422,209	£961,409	£742,259	£580,997	£450,137
£5,000	£2,232,209	£1,591,409	£1,327,259	£1,120,997	£945,137
£6,000	£3,042,209	£2,221,409	£1,912,259	£1,660,997	£1,440,137
£7,000	£3,852,209	£2,851,409	£2,497,259	£2,200,997	£1,935,137
£8,000	£4,662,209	£3,481,409	£3,082,259	£2,740,997	£2,430,137
£9,000	£5,472,209	£4,111,409	£3,667,259	£3,280,997	£2,925,137
£10,000	£6,282,209	£4,741,409	£4,252,259	£3,820,997	£3,420,137
£11,000	£7,092,209	£5,371,409	£4,837,259	£4,360,997	£3,915,137
£12,000	£7,902,209	£6,001,409	£5,422,259	£4,900,997	£4,410,137
£13,000	£8,712,209	£6,631,409	£6,007,259	£5,440,997	£4,905,137

MODEL 4 - 20.0% developer profit, £5,000 planning obligation, 9 units

RLVs less existing use value

35 /ha      70 /ha      130 /ha      200 /ha      260 /ha

1 - High EUV

	£19,500,000 per ha (previously developed - high end residential)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😞	😞
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

2 - Medium EUV

	£13,000,000 per ha (previously developed - offices)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

3 - Low EUV

	£10,400,000 per ha (previously developed - low end residential)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

4 - Lower EUV

	£3,900,000 per ha (previously developed - community uses)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

### MODEL 5 - 20.0% developer profit, £10,000 planning obligation, 1 unit

**Cost and profit calculations - 1 unit**

Density	Units/ha	35	70	130	200	260
	Build costs - £ psm	£1,400	£1,550	£1,750	£1,894	£2,013

PO	£10,000 per unit
CSH	£8,064 per unit
Grant	No
DP	20.0%
Units	1

	Unit size/m	90	70	65	60	55
workings	Build cost per ha	£4,410,000	£7,595,000	£14,787,500	£22,728,000	£28,785,900
	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715
	Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779
	Build cost PU plus PO	£144,064	£126,564	£131,814	£131,704	£128,779
	Build cost PU plus DP	£172,877	£151,877	£158,177	£158,045	£154,535
	Total cost per unit	£172,877	£151,877	£158,177	£158,045	£154,535
	Total build cost pm	£1,921	£2,170	£2,433	£2,634	£2,810

cost per ha / units per ha  
plus CSH per unit  
plus s106 per unit  
times DP

inc. PO, CSH, DP

<b>Sales value per site with 1 unit</b>		<b>35 /ha</b>	<b>70 /ha</b>	<b>130 /ha</b>	<b>200 /ha</b>	<b>260 /ha</b>
Sales Value psm						
£4,000		£360,000	£280,000	£260,000	£240,000	£220,000
£5,000		£450,000	£350,000	£325,000	£300,000	£275,000
£6,000		£540,000	£420,000	£390,000	£360,000	£330,000
£7,000		£630,000	£490,000	£455,000	£420,000	£385,000
£8,000		£720,000	£560,000	£520,000	£480,000	£440,000
£9,000		£810,000	£630,000	£585,000	£540,000	£495,000
£10,000		£900,000	£700,000	£650,000	£600,000	£550,000
£11,000		£990,000	£770,000	£715,000	£660,000	£605,000
£12,000		£1,080,000	£840,000	£780,000	£720,000	£660,000
£13,000		£1,170,000	£910,000	£845,000	£780,000	£715,000

**Build cost plus profit per site with 1 unit**

Sales Value psm						
£4,000		£172,877	£151,877	£158,177	£158,045	£154,535
£5,000		£172,877	£151,877	£158,177	£158,045	£154,535
£6,000		£172,877	£151,877	£158,177	£158,045	£154,535
£7,000		£172,877	£151,877	£158,177	£158,045	£154,535
£8,000		£172,877	£151,877	£158,177	£158,045	£154,535
£9,000		£172,877	£151,877	£158,177	£158,045	£154,535
£10,000		£172,877	£151,877	£158,177	£158,045	£154,535
£11,000		£172,877	£151,877	£158,177	£158,045	£154,535
£12,000		£172,877	£151,877	£158,177	£158,045	£154,535
£13,000		£172,877	£151,877	£158,177	£158,045	£154,535

**Land value per plot with 1 unit - before considering EUV**

Sales Value psm						
£4,000		£187,123	£128,123	£101,823	£81,955	£65,465
£5,000		£277,123	£198,123	£166,823	£141,955	£120,465
£6,000		£367,123	£268,123	£231,823	£201,955	£175,465
£7,000		£457,123	£338,123	£296,823	£261,955	£230,465
£8,000		£547,123	£408,123	£361,823	£321,955	£285,465
£9,000		£637,123	£478,123	£426,823	£381,955	£340,465
£10,000		£727,123	£548,123	£491,823	£441,955	£395,465
£11,000		£817,123	£618,123	£556,823	£501,955	£450,465
£12,000		£907,123	£688,123	£621,823	£561,955	£505,465
£13,000		£997,123	£758,123	£686,823	£621,955	£560,465

## MODEL 5 - 20.0% developer profit, £10,000 planning obligation, 1 unit

RLVs less existing use value	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
<b>1 - High Resi EUV</b>	<b>£19,500,000 per ha (previously developed - high end residential)</b>				
Sales Value psm					
£4,000	£11,623	-£8,377	-£24,927	-£35,045	-£41,785
£5,000	£101,623	£61,623	£40,073	£24,955	£13,215
£6,000	£191,623	£131,623	£105,073	£84,955	£68,215
£7,000	£281,623	£201,623	£170,073	£144,955	£123,215
£8,000	£371,623	£271,623	£235,073	£204,955	£178,215
£9,000	£461,623	£341,623	£300,073	£264,955	£233,215
£10,000	£551,623	£411,623	£365,073	£324,955	£288,215
£11,000	£641,623	£481,623	£430,073	£384,955	£343,215
£12,000	£731,623	£551,623	£495,073	£444,955	£398,215
£13,000	£821,623	£621,623	£560,073	£504,955	£453,215
<b>2 - Medium EUV</b>	<b>£13,000,000 per ha (previously developed - offices)</b>				
Sales Value psm					
£4,000	£70,123	£37,123	£17,323	£3,955	-£6,035
£5,000	£160,123	£107,123	£82,323	£63,955	£48,965
£6,000	£250,123	£177,123	£147,323	£123,955	£103,965
£7,000	£340,123	£247,123	£212,323	£183,955	£158,965
£8,000	£430,123	£317,123	£277,323	£243,955	£213,965
£9,000	£520,123	£387,123	£342,323	£303,955	£268,965
£10,000	£610,123	£457,123	£407,323	£363,955	£323,965
£11,000	£700,123	£527,123	£472,323	£423,955	£378,965
£12,000	£790,123	£597,123	£537,323	£483,955	£433,965
£13,000	£880,123	£667,123	£602,323	£543,955	£488,965
<b>3 - Low Resi EUV</b>	<b>£10,400,000 per ha (previously developed - low end residential)</b>				
Sales Value psm					
£4,000	£93,523	£55,323	£34,223	£19,555	£8,265
£5,000	£183,523	£125,323	£99,223	£79,555	£63,265
£6,000	£273,523	£195,323	£164,223	£139,555	£118,265
£7,000	£363,523	£265,323	£229,223	£199,555	£173,265
£8,000	£453,523	£335,323	£294,223	£259,555	£228,265
£9,000	£543,523	£405,323	£359,223	£319,555	£283,265
£10,000	£633,523	£475,323	£424,223	£379,555	£338,265
£11,000	£723,523	£545,323	£489,223	£439,555	£393,265
£12,000	£813,523	£615,323	£554,223	£499,555	£448,265
£13,000	£903,523	£685,323	£619,223	£559,555	£503,265
<b>4 - Lower EUV</b>	<b>£3,900,000 per ha (previously developed - community uses)</b>				
Sales Value psm					
£4,000	£152,023	£100,823	£76,473	£58,555	£44,015
£5,000	£242,023	£170,823	£141,473	£118,555	£99,015
£6,000	£332,023	£240,823	£206,473	£178,555	£154,015
£7,000	£422,023	£310,823	£271,473	£238,555	£209,015
£8,000	£512,023	£380,823	£336,473	£298,555	£264,015
£9,000	£602,023	£450,823	£401,473	£358,555	£319,015
£10,000	£692,023	£520,823	£466,473	£418,555	£374,015
£11,000	£782,023	£590,823	£531,473	£478,555	£429,015
£12,000	£872,023	£660,823	£596,473	£538,555	£484,015
£13,000	£962,023	£730,823	£661,473	£598,555	£539,015

MODEL 5 - 20.0% developer profit, £10,000 planning obligation, 1 unit

RLVs less existing use value

35 /ha

70 /ha

130 /ha

200 /ha

260 /ha

1 - High EUV

	£19,500,000 per ha (previously developed - high end residential)				
£4,000	😊	😊	😞	😞	😞
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

2 - Medium EUV

	£13,000,000 per ha (previously developed - offices)				
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

3 - Low EUV

	£10,400,000 per ha (previously developed - low end residential)				
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

4 - Lower EUV

	£3,900,000 per ha (previously developed - community uses)				
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

## MODEL 6 - 20.0% developer profit, £10,000 planning obligation, 3 units

### Cost and profit calculations - 3 units

Density	Units/ha	35	70	130	200	260
Build costs - £ psm		£1,400	£1,550	£1,750	£1,894	£2,013

Unit size/m	90	70	65	60	55
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### workings

	£4,410,000	£7,595,000	£14,787,500	£22,728,000	£28,785,900
Build cost per ha					
Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715
Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779
Build cost PU plus PO	£144,064	£126,564	£131,814	£131,704	£128,779
Build cost PU plus DP	£172,877	£151,877	£158,177	£158,045	£154,535
Total cost per unit	£172,877	£151,877	£158,177	£158,045	£154,535
Total build cost pm	£1,921	£2,170	£2,433	£2,634	£2,810

cost per ha / units per ha  
plus CSH per unit  
plus s106 per unit  
times DP

inc. PO, CSH, DP

PO	£10,000 per unit
CSH	£8,064 per unit
Grant	No
DP	20.0%
Units	3

### Sales value per site with 3 units

	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
Sales Value psm					
£4,000	£1,080,000	£840,000	£780,000	£720,000	£660,000
£5,000	£1,350,000	£1,050,000	£975,000	£900,000	£825,000
£6,000	£1,620,000	£1,260,000	£1,170,000	£1,080,000	£990,000
£7,000	£1,890,000	£1,470,000	£1,365,000	£1,260,000	£1,155,000
£8,000	£2,160,000	£1,680,000	£1,560,000	£1,440,000	£1,320,000
£9,000	£2,430,000	£1,890,000	£1,755,000	£1,620,000	£1,485,000
£10,000	£2,700,000	£2,100,000	£1,950,000	£1,800,000	£1,650,000
£11,000	£2,970,000	£2,310,000	£2,145,000	£1,980,000	£1,815,000
£12,000	£3,240,000	£2,520,000	£2,340,000	£2,160,000	£1,980,000
£13,000	£3,510,000	£2,730,000	£2,535,000	£2,340,000	£2,145,000

### Build cost plus profit per site with 3 units

	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
Sales Value psm					
£4,000	£518,630	£455,630	£474,530	£474,134	£463,604
£5,000	£518,630	£455,630	£474,530	£474,134	£463,604
£6,000	£518,630	£455,630	£474,530	£474,134	£463,604
£7,000	£518,630	£455,630	£474,530	£474,134	£463,604
£8,000	£518,630	£455,630	£474,530	£474,134	£463,604
£9,000	£518,630	£455,630	£474,530	£474,134	£463,604
£10,000	£518,630	£455,630	£474,530	£474,134	£463,604
£11,000	£518,630	£455,630	£474,530	£474,134	£463,604
£12,000	£518,630	£455,630	£474,530	£474,134	£463,604
£13,000	£518,630	£455,630	£474,530	£474,134	£463,604

### Land value per plot with 3 units - before considering EUV

	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
Sales Value psm					
£4,000	£561,370	£384,370	£305,470	£245,866	£196,396
£5,000	£831,370	£594,370	£500,470	£425,866	£361,396
£6,000	£1,101,370	£804,370	£695,470	£605,866	£526,396
£7,000	£1,371,370	£1,014,370	£890,470	£785,866	£691,396
£8,000	£1,641,370	£1,224,370	£1,085,470	£965,866	£856,396
£9,000	£1,911,370	£1,434,370	£1,280,470	£1,145,866	£1,021,396
£10,000	£2,181,370	£1,644,370	£1,475,470	£1,325,866	£1,186,396
£11,000	£2,451,370	£1,854,370	£1,670,470	£1,505,866	£1,351,396
£12,000	£2,721,370	£2,064,370	£1,865,470	£1,685,866	£1,516,396
£13,000	£2,991,370	£2,274,370	£2,060,470	£1,865,866	£1,681,396

MODEL 6 - 20.0% developer profit, £10,000 planning obligation, 3 units

RLVs less existing use value	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
<b>1 - High Resi EUV</b>	<b>£19,500,000 per ha (previously developed - high end residential)</b>				
Sales Value psm					
£4,000	£34,870	-£25,130	-£74,780	-£105,134	-£125,354
£5,000	£304,870	£184,870	£120,220	£74,866	£39,646
£6,000	£574,870	£394,870	£315,220	£254,866	£204,646
£7,000	£844,870	£604,870	£510,220	£434,866	£369,646
£8,000	£1,114,870	£814,870	£705,220	£614,866	£534,646
£9,000	£1,384,870	£1,024,870	£900,220	£794,866	£699,646
£10,000	£1,654,870	£1,234,870	£1,095,220	£974,866	£864,646
£11,000	£1,924,870	£1,444,870	£1,290,220	£1,154,866	£1,029,646
£12,000	£2,194,870	£1,654,870	£1,485,220	£1,334,866	£1,194,646
£13,000	£2,464,870	£1,864,870	£1,680,220	£1,514,866	£1,359,646
<b>2 - Medium EUV</b>	<b>£13,000,000 per ha (previously developed - offices)</b>				
Sales Value psm					
£4,000	£210,370	£111,370	£51,970	£11,866	-£18,104
£5,000	£480,370	£321,370	£246,970	£191,866	£146,896
£6,000	£750,370	£531,370	£441,970	£371,866	£311,896
£7,000	£1,020,370	£741,370	£636,970	£551,866	£476,896
£8,000	£1,290,370	£951,370	£831,970	£731,866	£641,896
£9,000	£1,560,370	£1,161,370	£1,026,970	£911,866	£806,896
£10,000	£1,830,370	£1,371,370	£1,221,970	£1,091,866	£971,896
£11,000	£2,100,370	£1,581,370	£1,416,970	£1,271,866	£1,136,896
£12,000	£2,370,370	£1,791,370	£1,611,970	£1,451,866	£1,301,896
£13,000	£2,640,370	£2,001,370	£1,806,970	£1,631,866	£1,466,896
<b>3 - Low Resi EUV</b>	<b>£10,400,000 per ha (previously developed - low end residential)</b>				
Sales Value psm					
£4,000	£280,570	£165,970	£102,670	£58,666	£24,796
£5,000	£550,570	£375,970	£297,670	£238,666	£189,796
£6,000	£820,570	£585,970	£492,670	£418,666	£354,796
£7,000	£1,090,570	£795,970	£687,670	£598,666	£519,796
£8,000	£1,360,570	£1,005,970	£882,670	£778,666	£684,796
£9,000	£1,630,570	£1,215,970	£1,077,670	£958,666	£849,796
£10,000	£1,900,570	£1,425,970	£1,272,670	£1,138,666	£1,014,796
£11,000	£2,170,570	£1,635,970	£1,467,670	£1,318,666	£1,179,796
£12,000	£2,440,570	£1,845,970	£1,662,670	£1,498,666	£1,344,796
£13,000	£2,710,570	£2,055,970	£1,857,670	£1,678,666	£1,509,796
<b>4 - Lower EUV</b>	<b>£3,900,000 per ha (previously developed - community uses)</b>				
Sales Value psm					
£4,000	£456,070	£302,470	£229,420	£175,666	£132,046
£5,000	£726,070	£512,470	£424,420	£355,666	£297,046
£6,000	£996,070	£722,470	£619,420	£535,666	£462,046
£7,000	£1,266,070	£932,470	£814,420	£715,666	£627,046
£8,000	£1,536,070	£1,142,470	£1,009,420	£895,666	£792,046
£9,000	£1,806,070	£1,352,470	£1,204,420	£1,075,666	£957,046
£10,000	£2,076,070	£1,562,470	£1,399,420	£1,255,666	£1,122,046
£11,000	£2,346,070	£1,772,470	£1,594,420	£1,435,666	£1,287,046
£12,000	£2,616,070	£1,982,470	£1,789,420	£1,615,666	£1,452,046
£13,000	£2,886,070	£2,192,470	£1,984,420	£1,795,666	£1,617,046



MODEL 6 - 20.0% developer profit, £10,000 planning obligation, 3 units

RLVs less existing use value

35 /ha      70 /ha      130 /ha      200 /ha      260 /ha

1 - High EUV

	£19,500,000 per ha (previously developed - high end residential)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😞	😞	😞
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

2 - Medium EUV

	£13,000,000 per ha (previously developed - offices)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

3 - Low EUV

	£10,400,000 per ha (previously developed - low end residential)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

4 - Lower EUV

	£3,900,000 per ha (previously developed - community uses)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

## MODEL 7 - 20.0% developer profit, £10,000 planning obligation, 6 units

### Cost and profit calculations - 6 units

Density	Units/ha	35	70	130	200	260
Build costs - £ psm		£1,400	£1,550	£1,750	£1,894	£2,013

PO	£10,000 per unit
CSH	£8,064 per unit
Grant	No
DP	20.0%
Units	6

workings	Unit size/m	90	70	65	60	55
Build cost per ha		£4,410,000	£7,595,000	£14,787,500	£22,728,000	£28,785,900
Build cost PU		£126,000	£108,500	£113,750	£113,640	£110,715
Build cost PU plus CSH		£134,064	£116,564	£121,814	£121,704	£118,779
Build cost PU plus PO		£144,064	£126,564	£131,814	£131,704	£128,779
Build cost PU plus DP		£172,877	£151,877	£158,177	£158,045	£154,535
Total cost per unit		£172,877	£151,877	£158,177	£158,045	£154,535
Total build cost pm		£1,921	£2,170	£2,433	£2,634	£2,810

cost per ha / units per ha  
plus CSH per unit  
plus s106 per unit  
times DP

inc. PO, CSH, DP

Sales value per site with 6 units	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
Sales Value psm					
£4,000	£2,160,000	£1,680,000	£1,560,000	£1,440,000	£1,320,000
£5,000	£2,700,000	£2,100,000	£1,950,000	£1,800,000	£1,650,000
£6,000	£3,240,000	£2,520,000	£2,340,000	£2,160,000	£1,980,000
£7,000	£3,780,000	£2,940,000	£2,730,000	£2,520,000	£2,310,000
£8,000	£4,320,000	£3,360,000	£3,120,000	£2,880,000	£2,640,000
£9,000	£4,860,000	£3,780,000	£3,510,000	£3,240,000	£2,970,000
£10,000	£5,400,000	£4,200,000	£3,900,000	£3,600,000	£3,300,000
£11,000	£5,940,000	£4,620,000	£4,290,000	£3,960,000	£3,630,000
£12,000	£6,480,000	£5,040,000	£4,680,000	£4,320,000	£3,960,000
£13,000	£7,020,000	£5,460,000	£5,070,000	£4,680,000	£4,290,000

### Build cost plus profit per site with 6 units

Sales Value psm					
£4,000	£1,037,261	£911,261	£949,061	£948,269	£927,209
£5,000	£1,037,261	£911,261	£949,061	£948,269	£927,209
£6,000	£1,037,261	£911,261	£949,061	£948,269	£927,209
£7,000	£1,037,261	£911,261	£949,061	£948,269	£927,209
£8,000	£1,037,261	£911,261	£949,061	£948,269	£927,209
£9,000	£1,037,261	£911,261	£949,061	£948,269	£927,209
£10,000	£1,037,261	£911,261	£949,061	£948,269	£927,209
£11,000	£1,037,261	£911,261	£949,061	£948,269	£927,209
£12,000	£1,037,261	£911,261	£949,061	£948,269	£927,209
£13,000	£1,037,261	£911,261	£949,061	£948,269	£927,209

### Land value per plot with 6 units - before considering EUV

Sales Value psm					
£4,000	£1,122,739	£768,739	£610,939	£491,731	£392,791
£5,000	£1,662,739	£1,188,739	£1,000,939	£851,731	£722,791
£6,000	£2,202,739	£1,608,739	£1,390,939	£1,211,731	£1,052,791
£7,000	£2,742,739	£2,028,739	£1,780,939	£1,571,731	£1,382,791
£8,000	£3,282,739	£2,448,739	£2,170,939	£1,931,731	£1,712,791
£9,000	£3,822,739	£2,868,739	£2,560,939	£2,291,731	£2,042,791
£10,000	£4,362,739	£3,288,739	£2,950,939	£2,651,731	£2,372,791
£11,000	£4,902,739	£3,708,739	£3,340,939	£3,011,731	£2,702,791
£12,000	£5,442,739	£4,128,739	£3,730,939	£3,371,731	£3,032,791
£13,000	£5,982,739	£4,548,739	£4,120,939	£3,731,731	£3,362,791

MODEL 7 - 20.0% developer profit, £10,000 planning obligation, 6 units

RLVs less existing use value	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
<b>1 - High Resi EUV</b>	<b>£19,500,000 per ha (previously developed - high end residential)</b>				
Sales Value psm					
£4,000	£69,739	£50,261	£149,561	£210,269	£250,709
£5,000	£609,739	£369,739	£240,439	£149,731	£79,291
£6,000	£1,149,739	£789,739	£630,439	£509,731	£409,291
£7,000	£1,689,739	£1,209,739	£1,020,439	£869,731	£739,291
£8,000	£2,229,739	£1,629,739	£1,410,439	£1,229,731	£1,069,291
£9,000	£2,769,739	£2,049,739	£1,800,439	£1,589,731	£1,399,291
£10,000	£3,309,739	£2,469,739	£2,190,439	£1,949,731	£1,729,291
£11,000	£3,849,739	£2,889,739	£2,580,439	£2,309,731	£2,059,291
£12,000	£4,389,739	£3,309,739	£2,970,439	£2,669,731	£2,389,291
£13,000	£4,929,739	£3,729,739	£3,360,439	£3,029,731	£2,719,291
<b>2 - Medium EUV</b>	<b>£13,000,000 per ha (previously developed - offices)</b>				
Sales Value psm					
£4,000	£420,739	£222,739	£103,939	£23,731	£36,209
£5,000	£960,739	£642,739	£493,939	£383,731	£293,791
£6,000	£1,500,739	£1,062,739	£883,939	£743,731	£623,791
£7,000	£2,040,739	£1,482,739	£1,273,939	£1,103,731	£953,791
£8,000	£2,580,739	£1,902,739	£1,663,939	£1,463,731	£1,283,791
£9,000	£3,120,739	£2,322,739	£2,053,939	£1,823,731	£1,613,791
£10,000	£3,660,739	£2,742,739	£2,443,939	£2,183,731	£1,943,791
£11,000	£4,200,739	£3,162,739	£2,833,939	£2,543,731	£2,273,791
£12,000	£4,740,739	£3,582,739	£3,223,939	£2,903,731	£2,603,791
£13,000	£5,280,739	£4,002,739	£3,613,939	£3,263,731	£2,933,791
<b>3 - Low Resi EUV</b>	<b>£10,400,000 per ha (previously developed - low end residential)</b>				
Sales Value psm					
£4,000	£561,139	£331,939	£205,339	£117,331	£49,591
£5,000	£1,101,139	£751,939	£595,339	£477,331	£379,591
£6,000	£1,641,139	£1,171,939	£985,339	£837,331	£709,591
£7,000	£2,181,139	£1,591,939	£1,375,339	£1,197,331	£1,039,591
£8,000	£2,721,139	£2,011,939	£1,765,339	£1,557,331	£1,369,591
£9,000	£3,261,139	£2,431,939	£2,155,339	£1,917,331	£1,699,591
£10,000	£3,801,139	£2,851,939	£2,545,339	£2,277,331	£2,029,591
£11,000	£4,341,139	£3,271,939	£2,935,339	£2,637,331	£2,359,591
£12,000	£4,881,139	£3,691,939	£3,325,339	£2,997,331	£2,689,591
£13,000	£5,421,139	£4,111,939	£3,715,339	£3,357,331	£3,019,591
<b>4 - Lower EUV</b>	<b>£3,900,000 per ha (previously developed - community uses)</b>				
Sales Value psm					
£4,000	£912,139	£604,939	£458,839	£351,331	£264,091
£5,000	£1,452,139	£1,024,939	£848,839	£711,331	£594,091
£6,000	£1,992,139	£1,444,939	£1,238,839	£1,071,331	£924,091
£7,000	£2,532,139	£1,864,939	£1,628,839	£1,431,331	£1,254,091
£8,000	£3,072,139	£2,284,939	£2,018,839	£1,791,331	£1,584,091
£9,000	£3,612,139	£2,704,939	£2,408,839	£2,151,331	£1,914,091
£10,000	£4,152,139	£3,124,939	£2,798,839	£2,511,331	£2,244,091
£11,000	£4,692,139	£3,544,939	£3,188,839	£2,871,331	£2,574,091
£12,000	£5,232,139	£3,964,939	£3,578,839	£3,231,331	£2,904,091
£13,000	£5,772,139	£4,384,939	£3,968,839	£3,591,331	£3,234,091

MODEL 7 - 20.0% developer profit, £10,000 planning obligation, 6 units

RLVs less existing use value

35 /ha      70 /ha      130 /ha      200 /ha      260 /ha

1 - High EUV

	£19,500,000 per ha (previously developed - high end residential)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😞	😞	😞
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

2 - Medium EUV

	£13,000,000 per ha (previously developed - offices)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

3 - Low EUV

	£10,400,000 per ha (previously developed - low end residential)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

4 - Lower EUV

	£3,900,000 per ha (previously developed - community uses)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

### MODEL 8 - 20.0% developer profit, £10,000 planning obligation, 9 units

**Cost and profit calculations - 9 units**

Density	Units/ha	35	70	130	200	260
	Build costs - £ psm	£1,400	£1,550	£1,750	£1,894	£2,013

PO	£10,000 per unit
CSH	£8,064 per unit
Grant	No
DP	20.0%
Units	9

workings	Unit size/m	90	70	65	60	55
	Build cost per ha	£4,410,000	£7,595,000	£14,787,500	£22,728,000	£28,785,900
	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715
	Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779
	Build cost PU plus PO	£144,064	£126,564	£131,814	£131,704	£128,779
	Build cost PU plus DP	£172,877	£151,877	£158,177	£158,045	£154,535
	Total cost per unit	£172,877	£151,877	£158,177	£158,045	£154,535
	Total build cost pm	£1,921	£2,170	£2,433	£2,634	£2,810

cost per ha / units per ha plus CSH per unit plus s106 per unit times DP

inc. PO, CSH, DP

Sales value per site with 9 units	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
Sales Value psm					
£4,000	£3,240,000	£2,520,000	£2,340,000	£2,160,000	£1,980,000
£5,000	£4,050,000	£3,150,000	£2,925,000	£2,700,000	£2,475,000
£6,000	£4,860,000	£3,780,000	£3,510,000	£3,240,000	£2,970,000
£7,000	£5,670,000	£4,410,000	£4,095,000	£3,780,000	£3,465,000
£8,000	£6,480,000	£5,040,000	£4,680,000	£4,320,000	£3,960,000
£9,000	£7,290,000	£5,670,000	£5,265,000	£4,860,000	£4,455,000
£10,000	£8,100,000	£6,300,000	£5,850,000	£5,400,000	£4,950,000
£11,000	£8,910,000	£6,930,000	£6,435,000	£5,940,000	£5,445,000
£12,000	£9,720,000	£7,560,000	£7,020,000	£6,480,000	£5,940,000
£13,000	£10,530,000	£8,190,000	£7,605,000	£7,020,000	£6,435,000

**Build cost plus profit per site with 9 units**

Sales Value psm					
£4,000	£1,555,891	£1,366,891	£1,423,591	£1,422,403	£1,390,813
£5,000	£1,555,891	£1,366,891	£1,423,591	£1,422,403	£1,390,813
£6,000	£1,555,891	£1,366,891	£1,423,591	£1,422,403	£1,390,813
£7,000	£1,555,891	£1,366,891	£1,423,591	£1,422,403	£1,390,813
£8,000	£1,555,891	£1,366,891	£1,423,591	£1,422,403	£1,390,813
£9,000	£1,555,891	£1,366,891	£1,423,591	£1,422,403	£1,390,813
£10,000	£1,555,891	£1,366,891	£1,423,591	£1,422,403	£1,390,813
£11,000	£1,555,891	£1,366,891	£1,423,591	£1,422,403	£1,390,813
£12,000	£1,555,891	£1,366,891	£1,423,591	£1,422,403	£1,390,813
£13,000	£1,555,891	£1,366,891	£1,423,591	£1,422,403	£1,390,813

**Land value per plot with 9 units - before considering EUV**

Sales Value psm					
£4,000	£1,684,109	£1,153,109	£916,409	£737,597	£589,187
£5,000	£2,494,109	£1,783,109	£1,501,409	£1,277,597	£1,084,187
£6,000	£3,304,109	£2,413,109	£2,086,409	£1,817,597	£1,579,187
£7,000	£4,114,109	£3,043,109	£2,671,409	£2,357,597	£2,074,187
£8,000	£4,924,109	£3,673,109	£3,256,409	£2,897,597	£2,569,187
£9,000	£5,734,109	£4,303,109	£3,841,409	£3,437,597	£3,064,187
£10,000	£6,544,109	£4,933,109	£4,426,409	£3,977,597	£3,559,187
£11,000	£7,354,109	£5,563,109	£5,011,409	£4,517,597	£4,054,187
£12,000	£8,164,109	£6,193,109	£5,596,409	£5,057,597	£4,549,187
£13,000	£8,974,109	£6,823,109	£6,181,409	£5,597,597	£5,044,187

MODEL 8 - 20.0% developer profit, £10,000 planning obligation, 9 units

RLVs less existing use value	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
<b>1 - High Resi EUV</b>	<b>£19,500,000 per ha (previously developed - high end residential)</b>				
Sales Value psm					
£4,000	£104,609	-£75,391	-£224,341	-£315,403	-£376,063
£5,000	£914,609	£554,609	£360,659	£224,597	£118,937
£6,000	£1,724,609	£1,184,609	£945,659	£764,597	£613,937
£7,000	£2,534,609	£1,814,609	£1,530,659	£1,304,597	£1,108,937
£8,000	£3,344,609	£2,444,609	£2,115,659	£1,844,597	£1,603,937
£9,000	£4,154,609	£3,074,609	£2,700,659	£2,384,597	£2,098,937
£10,000	£4,964,609	£3,704,609	£3,285,659	£2,924,597	£2,593,937
£11,000	£5,774,609	£4,334,609	£3,870,659	£3,464,597	£3,088,937
£12,000	£6,584,609	£4,964,609	£4,455,659	£4,004,597	£3,583,937
£13,000	£7,394,609	£5,594,609	£5,040,659	£4,544,597	£4,078,937
<b>2 - Medium EUV</b>	<b>£13,000,000 per ha (previously developed - offices)</b>				
Sales Value psm					
£4,000	£631,109	£334,109	£155,909	£35,597	-£54,313
£5,000	£1,441,109	£964,109	£740,909	£575,597	£440,687
£6,000	£2,251,109	£1,594,109	£1,325,909	£1,115,597	£935,687
£7,000	£3,061,109	£2,224,109	£1,910,909	£1,655,597	£1,430,687
£8,000	£3,871,109	£2,854,109	£2,495,909	£2,195,597	£1,925,687
£9,000	£4,681,109	£3,484,109	£3,080,909	£2,735,597	£2,420,687
£10,000	£5,491,109	£4,114,109	£3,665,909	£3,275,597	£2,915,687
£11,000	£6,301,109	£4,744,109	£4,250,909	£3,815,597	£3,410,687
£12,000	£7,111,109	£5,374,109	£4,835,909	£4,355,597	£3,905,687
£13,000	£7,921,109	£6,004,109	£5,420,909	£4,895,597	£4,400,687
<b>3 - Low Resi EUV</b>	<b>£10,400,000 per ha (previously developed - low end residential)</b>				
Sales Value psm					
£4,000	£841,709	£497,909	£308,009	£175,997	£74,387
£5,000	£1,651,709	£1,127,909	£893,009	£715,997	£569,387
£6,000	£2,461,709	£1,757,909	£1,478,009	£1,255,997	£1,064,387
£7,000	£3,271,709	£2,387,909	£2,063,009	£1,795,997	£1,559,387
£8,000	£4,081,709	£3,017,909	£2,648,009	£2,335,997	£2,054,387
£9,000	£4,891,709	£3,647,909	£3,233,009	£2,875,997	£2,549,387
£10,000	£5,701,709	£4,277,909	£3,818,009	£3,415,997	£3,044,387
£11,000	£6,511,709	£4,907,909	£4,403,009	£3,955,997	£3,539,387
£12,000	£7,321,709	£5,537,909	£4,988,009	£4,495,997	£4,034,387
£13,000	£8,131,709	£6,167,909	£5,573,009	£5,035,997	£4,529,387
<b>4 - Lower EUV</b>	<b>£3,900,000 per ha (previously developed - community uses)</b>				
Sales Value psm					
£4,000	£1,368,209	£907,409	£688,259	£526,997	£396,137
£5,000	£2,178,209	£1,537,409	£1,273,259	£1,066,997	£891,137
£6,000	£2,988,209	£2,167,409	£1,858,259	£1,606,997	£1,386,137
£7,000	£3,798,209	£2,797,409	£2,443,259	£2,146,997	£1,881,137
£8,000	£4,608,209	£3,427,409	£3,028,259	£2,686,997	£2,376,137
£9,000	£5,418,209	£4,057,409	£3,613,259	£3,226,997	£2,871,137
£10,000	£6,228,209	£4,687,409	£4,198,259	£3,766,997	£3,366,137
£11,000	£7,038,209	£5,317,409	£4,783,259	£4,306,997	£3,861,137
£12,000	£7,848,209	£5,947,409	£5,368,259	£4,846,997	£4,356,137
£13,000	£8,658,209	£6,577,409	£5,953,259	£5,386,997	£4,851,137

MODEL 8 - 20.0% developer profit, £10,000 planning obligation, 9 units

RLVs less existing use value

35 /ha      70 /ha      130 /ha      200 /ha      260 /ha

1 - High EUV

	£19,500,000 per ha (previously developed - high end residential)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😞	😞	😞
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

2 - Medium EUV

	£13,000,000 per ha (previously developed - offices)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

3 - Low EUV

	£10,400,000 per ha (previously developed - low end residential)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

4 - Lower EUV

	£3,900,000 per ha (previously developed - community uses)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

### MODEL 9 - 20.0% developer profit, £15,000 planning obligation, 1 unit

**Cost and profit calculations - 1 unit**

Density	Units/ha	35	70	130	200	260
	Build costs - £ psm	£1,400	£1,550	£1,750	£1,894	£2,013

PO	£15,000 per unit
CSH	£8,064 per unit
Grant	No
DP	20.0%
Units	1

	Unit size/m	90	70	65	60	55
workings	Build cost per ha	£4,410,000	£7,595,000	£14,787,500	£22,728,000	£28,785,900
	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715
	Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779
	Build cost PU plus PO	£149,064	£131,564	£136,814	£136,704	£133,779
	Build cost PU plus DP	£178,877	£157,877	£164,177	£164,045	£160,535
	Total cost per unit	£178,877	£157,877	£164,177	£164,045	£160,535
	Total build cost pm	£1,988	£2,255	£2,526	£2,734	£2,919

cost per ha / units per ha  
plus CSH per unit  
plus s106 per unit  
times DP

inc. PO, CSH, DP

<b>Sales value per site with 1 unit</b>		<b>35 /ha</b>	<b>70 /ha</b>	<b>130 /ha</b>	<b>200 /ha</b>	<b>260 /ha</b>
Sales Value psm						
£4,000		£360,000	£280,000	£260,000	£240,000	£220,000
£5,000		£450,000	£350,000	£325,000	£300,000	£275,000
£6,000		£540,000	£420,000	£390,000	£360,000	£330,000
£7,000		£630,000	£490,000	£455,000	£420,000	£385,000
£8,000		£720,000	£560,000	£520,000	£480,000	£440,000
£9,000		£810,000	£630,000	£585,000	£540,000	£495,000
£10,000		£900,000	£700,000	£650,000	£600,000	£550,000
£11,000		£990,000	£770,000	£715,000	£660,000	£605,000
£12,000		£1,080,000	£840,000	£780,000	£720,000	£660,000
£13,000		£1,170,000	£910,000	£845,000	£780,000	£715,000

**Build cost plus profit per site with 1 unit**

Sales Value psm						
£4,000		£178,877	£157,877	£164,177	£164,045	£160,535
£5,000		£178,877	£157,877	£164,177	£164,045	£160,535
£6,000		£178,877	£157,877	£164,177	£164,045	£160,535
£7,000		£178,877	£157,877	£164,177	£164,045	£160,535
£8,000		£178,877	£157,877	£164,177	£164,045	£160,535
£9,000		£178,877	£157,877	£164,177	£164,045	£160,535
£10,000		£178,877	£157,877	£164,177	£164,045	£160,535
£11,000		£178,877	£157,877	£164,177	£164,045	£160,535
£12,000		£178,877	£157,877	£164,177	£164,045	£160,535
£13,000		£178,877	£157,877	£164,177	£164,045	£160,535

**Land value per plot with 1 unit - before considering EUV**

Sales Value psm						
£4,000		£181,123	£122,123	£95,823	£75,955	£59,465
£5,000		£271,123	£192,123	£160,823	£135,955	£114,465
£6,000		£361,123	£262,123	£225,823	£195,955	£169,465
£7,000		£451,123	£332,123	£290,823	£255,955	£224,465
£8,000		£541,123	£402,123	£355,823	£315,955	£279,465
£9,000		£631,123	£472,123	£420,823	£375,955	£334,465
£10,000		£721,123	£542,123	£485,823	£435,955	£389,465
£11,000		£811,123	£612,123	£550,823	£495,955	£444,465
£12,000		£901,123	£682,123	£615,823	£555,955	£499,465
£13,000		£991,123	£752,123	£680,823	£615,955	£554,465



## MODEL 9 - 20.0% developer profit, £15,000 planning obligation, 1 unit

RLVs less existing use value	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
<b>1 - High Resi EUV</b>	<b>£19,500,000 per ha (previously developed - high end residential)</b>				
Sales Value psm					
£4,000	£5,623	-£14,377	-£30,927	-£41,045	-£47,785
£5,000	£95,623	£55,623	£34,073	£18,955	£7,215
£6,000	£185,623	£125,623	£99,073	£78,955	£62,215
£7,000	£275,623	£195,623	£164,073	£138,955	£117,215
£8,000	£365,623	£265,623	£229,073	£198,955	£172,215
£9,000	£455,623	£335,623	£294,073	£258,955	£227,215
£10,000	£545,623	£405,623	£359,073	£318,955	£282,215
£11,000	£635,623	£475,623	£424,073	£378,955	£337,215
£12,000	£725,623	£545,623	£489,073	£438,955	£392,215
£13,000	£815,623	£615,623	£554,073	£498,955	£447,215
<b>2 - Medium EUV</b>	<b>£13,000,000 per ha (previously developed - offices)</b>				
Sales Value psm					
£4,000	£64,123	£31,123	£11,323	-£2,045	-£12,035
£5,000	£154,123	£101,123	£76,323	£57,955	£42,965
£6,000	£244,123	£171,123	£141,323	£117,955	£97,965
£7,000	£334,123	£241,123	£206,323	£177,955	£152,965
£8,000	£424,123	£311,123	£271,323	£237,955	£207,965
£9,000	£514,123	£381,123	£336,323	£297,955	£262,965
£10,000	£604,123	£451,123	£401,323	£357,955	£317,965
£11,000	£694,123	£521,123	£466,323	£417,955	£372,965
£12,000	£784,123	£591,123	£531,323	£477,955	£427,965
£13,000	£874,123	£661,123	£596,323	£537,955	£482,965
<b>3 - Low Resi EUV</b>	<b>£10,400,000 per ha (previously developed - low end residential)</b>				
Sales Value psm					
£4,000	£87,523	£49,323	£28,223	£13,555	£2,265
£5,000	£177,523	£119,323	£93,223	£73,555	£57,265
£6,000	£267,523	£189,323	£158,223	£133,555	£112,265
£7,000	£357,523	£259,323	£223,223	£193,555	£167,265
£8,000	£447,523	£329,323	£288,223	£253,555	£222,265
£9,000	£537,523	£399,323	£353,223	£313,555	£277,265
£10,000	£627,523	£469,323	£418,223	£373,555	£332,265
£11,000	£717,523	£539,323	£483,223	£433,555	£387,265
£12,000	£807,523	£609,323	£548,223	£493,555	£442,265
£13,000	£897,523	£679,323	£613,223	£553,555	£497,265
<b>4 - Lower EUV</b>	<b>£3,900,000 per ha (previously developed - community uses)</b>				
Sales Value psm					
£4,000	£146,023	£94,823	£70,473	£52,555	£38,015
£5,000	£236,023	£164,823	£135,473	£112,555	£93,015
£6,000	£326,023	£234,823	£200,473	£172,555	£148,015
£7,000	£416,023	£304,823	£265,473	£232,555	£203,015
£8,000	£506,023	£374,823	£330,473	£292,555	£258,015
£9,000	£596,023	£444,823	£395,473	£352,555	£313,015
£10,000	£686,023	£514,823	£460,473	£412,555	£368,015
£11,000	£776,023	£584,823	£525,473	£472,555	£423,015
£12,000	£866,023	£654,823	£590,473	£532,555	£478,015
£13,000	£956,023	£724,823	£655,473	£592,555	£533,015

MODEL 9 - 20.0% developer profit, £15,000 planning obligation, 1 unit

RLVs less existing use value

35 /ha      70 /ha      130 /ha      200 /ha      260 /ha

1 - High EUV

	£19,500,000 per ha (previously developed - high end residential)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😞	😞	😞
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

2 - Medium EUV

	£13,000,000 per ha (previously developed - offices)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😞
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

3 - Low EUV

	£10,400,000 per ha (previously developed - low end residential)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

4 - Lower EUV

	£3,900,000 per ha (previously developed - community uses)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

## MODEL 10 - 20.0% developer profit, £15,000 planning obligation, 3 units

### Cost and profit calculations - 3 units

Density	Units/ha	35	70	130	200	260
Build costs - £ psm		£1,400	£1,550	£1,750	£1,894	£2,013

PO	£15,000 per unit
CSH	£8,064 per unit
Grant	No
DP	20.0%
Units	3

workings	Unit size/m	90	70	65	60	55
Build cost per ha		£4,410,000	£7,595,000	£14,787,500	£22,728,000	£28,785,900
Build cost PU		£126,000	£108,500	£113,750	£113,640	£110,715
Build cost PU plus CSH		£134,064	£116,564	£121,814	£121,704	£118,779
Build cost PU plus PO		£149,064	£131,564	£136,814	£136,704	£133,779
Build cost PU plus DP		£178,877	£157,877	£164,177	£164,045	£160,535
Total cost per unit		£178,877	£157,877	£164,177	£164,045	£160,535
Total build cost pm		£1,988	£2,255	£2,526	£2,734	£2,919

cost per ha / units per ha  
plus CSH per unit  
plus s106 per unit  
times DP

inc. PO, CSH, DP

Sales value per site with 3 units	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
Sales Value psm					
£4,000	£1,080,000	£840,000	£780,000	£720,000	£660,000
£5,000	£1,350,000	£1,050,000	£975,000	£900,000	£825,000
£6,000	£1,620,000	£1,260,000	£1,170,000	£1,080,000	£990,000
£7,000	£1,890,000	£1,470,000	£1,365,000	£1,260,000	£1,155,000
£8,000	£2,160,000	£1,680,000	£1,560,000	£1,440,000	£1,320,000
£9,000	£2,430,000	£1,890,000	£1,755,000	£1,620,000	£1,485,000
£10,000	£2,700,000	£2,100,000	£1,950,000	£1,800,000	£1,650,000
£11,000	£2,970,000	£2,310,000	£2,145,000	£1,980,000	£1,815,000
£12,000	£3,240,000	£2,520,000	£2,340,000	£2,160,000	£1,980,000
£13,000	£3,510,000	£2,730,000	£2,535,000	£2,340,000	£2,145,000

### Build cost plus profit per site with 3 units

Sales Value psm	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	£536,630	£473,630	£492,530	£492,134	£481,604
£5,000	£536,630	£473,630	£492,530	£492,134	£481,604
£6,000	£536,630	£473,630	£492,530	£492,134	£481,604
£7,000	£536,630	£473,630	£492,530	£492,134	£481,604
£8,000	£536,630	£473,630	£492,530	£492,134	£481,604
£9,000	£536,630	£473,630	£492,530	£492,134	£481,604
£10,000	£536,630	£473,630	£492,530	£492,134	£481,604
£11,000	£536,630	£473,630	£492,530	£492,134	£481,604
£12,000	£536,630	£473,630	£492,530	£492,134	£481,604
£13,000	£536,630	£473,630	£492,530	£492,134	£481,604

### Land value per plot with 3 units - before considering EUV

Sales Value psm	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	£543,370	£366,370	£287,470	£227,866	£178,396
£5,000	£813,370	£576,370	£482,470	£407,866	£343,396
£6,000	£1,083,370	£786,370	£677,470	£587,866	£508,396
£7,000	£1,353,370	£996,370	£872,470	£767,866	£673,396
£8,000	£1,623,370	£1,206,370	£1,067,470	£947,866	£838,396
£9,000	£1,893,370	£1,416,370	£1,262,470	£1,127,866	£1,003,396
£10,000	£2,163,370	£1,626,370	£1,457,470	£1,307,866	£1,168,396
£11,000	£2,433,370	£1,836,370	£1,652,470	£1,487,866	£1,333,396
£12,000	£2,703,370	£2,046,370	£1,847,470	£1,667,866	£1,498,396
£13,000	£2,973,370	£2,256,370	£2,042,470	£1,847,866	£1,663,396

## MODEL 10 - 20.0% developer profit, £15,000 planning obligation, 3 units

RLVs less existing use value	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
<b>1 - High Resi EUV</b>	<b>£19,500,000 per ha (previously developed - high end residential)</b>				
Sales Value psm					
£4,000	£16,870	-£43,130	-£92,780	-£123,134	-£143,354
£5,000	£286,870	£166,870	£102,220	£56,866	£21,646
£6,000	£556,870	£376,870	£297,220	£236,866	£186,646
£7,000	£826,870	£586,870	£492,220	£416,866	£351,646
£8,000	£1,096,870	£796,870	£687,220	£596,866	£516,646
£9,000	£1,366,870	£1,006,870	£882,220	£776,866	£681,646
£10,000	£1,636,870	£1,216,870	£1,077,220	£956,866	£846,646
£11,000	£1,906,870	£1,426,870	£1,272,220	£1,136,866	£1,011,646
£12,000	£2,176,870	£1,636,870	£1,467,220	£1,316,866	£1,176,646
£13,000	£2,446,870	£1,846,870	£1,662,220	£1,496,866	£1,341,646
<b>2 - Medium EUV</b>	<b>£13,000,000 per ha (previously developed - offices)</b>				
Sales Value psm					
£4,000	£192,370	£93,370	£33,970	-£6,134	-£36,104
£5,000	£462,370	£303,370	£228,970	£173,866	£128,896
£6,000	£732,370	£513,370	£423,970	£353,866	£293,896
£7,000	£1,002,370	£723,370	£618,970	£533,866	£458,896
£8,000	£1,272,370	£933,370	£813,970	£713,866	£623,896
£9,000	£1,542,370	£1,143,370	£1,008,970	£893,866	£788,896
£10,000	£1,812,370	£1,353,370	£1,203,970	£1,073,866	£953,896
£11,000	£2,082,370	£1,563,370	£1,398,970	£1,253,866	£1,118,896
£12,000	£2,352,370	£1,773,370	£1,593,970	£1,433,866	£1,283,896
£13,000	£2,622,370	£1,983,370	£1,788,970	£1,613,866	£1,448,896
<b>3 - Low Resi EUV</b>	<b>£10,400,000 per ha (previously developed - low end residential)</b>				
Sales Value psm					
£4,000	£262,570	£147,970	£84,670	£40,666	£6,796
£5,000	£532,570	£357,970	£279,670	£220,666	£171,796
£6,000	£802,570	£567,970	£474,670	£400,666	£336,796
£7,000	£1,072,570	£777,970	£669,670	£580,666	£501,796
£8,000	£1,342,570	£987,970	£864,670	£760,666	£666,796
£9,000	£1,612,570	£1,197,970	£1,059,670	£940,666	£831,796
£10,000	£1,882,570	£1,407,970	£1,254,670	£1,120,666	£996,796
£11,000	£2,152,570	£1,617,970	£1,449,670	£1,300,666	£1,161,796
£12,000	£2,422,570	£1,827,970	£1,644,670	£1,480,666	£1,326,796
£13,000	£2,692,570	£2,037,970	£1,839,670	£1,660,666	£1,491,796
<b>4 - Lower EUV</b>	<b>£3,900,000 per ha (previously developed - community uses)</b>				
Sales Value psm					
£4,000	£438,070	£284,470	£211,420	£157,666	£114,046
£5,000	£708,070	£494,470	£406,420	£337,666	£279,046
£6,000	£978,070	£704,470	£601,420	£517,666	£444,046
£7,000	£1,248,070	£914,470	£796,420	£697,666	£609,046
£8,000	£1,518,070	£1,124,470	£991,420	£877,666	£774,046
£9,000	£1,788,070	£1,334,470	£1,186,420	£1,057,666	£939,046
£10,000	£2,058,070	£1,544,470	£1,381,420	£1,237,666	£1,104,046
£11,000	£2,328,070	£1,754,470	£1,576,420	£1,417,666	£1,269,046
£12,000	£2,598,070	£1,964,470	£1,771,420	£1,597,666	£1,434,046
£13,000	£2,868,070	£2,174,470	£1,966,420	£1,777,666	£1,599,046

MODEL 10 - 20.0% developer profit, £15,000 planning obligation, 3 units

RLVs less existing use value

35 /ha      70 /ha      130 /ha      200 /ha      260 /ha

1 - High EUV

	£19,500,000 per ha (previously developed - high end residential)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😞	😞	😞
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

2 - Medium EUV

	£13,000,000 per ha (previously developed - offices)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😞
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

3 - Low EUV

	£10,400,000 per ha (previously developed - low end residential)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

4 - Lower EUV

	£3,900,000 per ha (previously developed - community uses)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

### MODEL 11 - 20.0% developer profit, £15,000 planning obligation, 6 units

**Cost and profit calculations - 6 units**

Density	Units/ha	35	70	130	200	260
	Build costs - £ psm	£1,400	£1,550	£1,750	£1,894	£2,013

PO	£15,000 per unit
CSH	£8,064 per unit
Grant	No
DP	20.0%
Units	6

workings	Unit size/m	90	70	65	60	55
	Build cost per ha	£4,410,000	£7,595,000	£14,787,500	£22,728,000	£28,785,900
	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715
	Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779
	Build cost PU plus PO	£149,064	£131,564	£136,814	£136,704	£133,779
	Build cost PU plus DP	£178,877	£157,877	£164,177	£164,045	£160,535
	Total cost per unit	£178,877	£157,877	£164,177	£164,045	£160,535
	Total build cost pm	£1,988	£2,255	£2,526	£2,734	£2,919

cost per ha / units per ha  
plus CSH per unit  
plus s106 per unit  
times DP

inc. PO, CSH, DP

Sales value per site with 6 units	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
Sales Value psm					
£4,000	£2,160,000	£1,680,000	£1,560,000	£1,440,000	£1,320,000
£5,000	£2,700,000	£2,100,000	£1,950,000	£1,800,000	£1,650,000
£6,000	£3,240,000	£2,520,000	£2,340,000	£2,160,000	£1,980,000
£7,000	£3,780,000	£2,940,000	£2,730,000	£2,520,000	£2,310,000
£8,000	£4,320,000	£3,360,000	£3,120,000	£2,880,000	£2,640,000
£9,000	£4,860,000	£3,780,000	£3,510,000	£3,240,000	£2,970,000
£10,000	£5,400,000	£4,200,000	£3,900,000	£3,600,000	£3,300,000
£11,000	£5,940,000	£4,620,000	£4,290,000	£3,960,000	£3,630,000
£12,000	£6,480,000	£5,040,000	£4,680,000	£4,320,000	£3,960,000
£13,000	£7,020,000	£5,460,000	£5,070,000	£4,680,000	£4,290,000

**Build cost plus profit per site with 6 units**

Sales Value psm					
£4,000	£1,073,261	£947,261	£985,061	£984,269	£963,209
£5,000	£1,073,261	£947,261	£985,061	£984,269	£963,209
£6,000	£1,073,261	£947,261	£985,061	£984,269	£963,209
£7,000	£1,073,261	£947,261	£985,061	£984,269	£963,209
£8,000	£1,073,261	£947,261	£985,061	£984,269	£963,209
£9,000	£1,073,261	£947,261	£985,061	£984,269	£963,209
£10,000	£1,073,261	£947,261	£985,061	£984,269	£963,209
£11,000	£1,073,261	£947,261	£985,061	£984,269	£963,209
£12,000	£1,073,261	£947,261	£985,061	£984,269	£963,209
£13,000	£1,073,261	£947,261	£985,061	£984,269	£963,209

**Land value per plot with 6 units - before considering EUV**

Sales Value psm					
£4,000	£1,086,739	£732,739	£574,939	£455,731	£356,791
£5,000	£1,626,739	£1,152,739	£964,939	£815,731	£686,791
£6,000	£2,166,739	£1,572,739	£1,354,939	£1,175,731	£1,016,791
£7,000	£2,706,739	£1,992,739	£1,744,939	£1,535,731	£1,346,791
£8,000	£3,246,739	£2,412,739	£2,134,939	£1,895,731	£1,676,791
£9,000	£3,786,739	£2,832,739	£2,524,939	£2,255,731	£2,006,791
£10,000	£4,326,739	£3,252,739	£2,914,939	£2,615,731	£2,336,791
£11,000	£4,866,739	£3,672,739	£3,304,939	£2,975,731	£2,666,791
£12,000	£5,406,739	£4,092,739	£3,694,939	£3,335,731	£2,996,791
£13,000	£5,946,739	£4,512,739	£4,084,939	£3,695,731	£3,326,791

## MODEL 11 - 20.0% developer profit, £15,000 planning obligation, 6 units

RLVs less existing use value	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
<b>1 - High Resi EUV</b>	<b>£19,500,000 per ha (previously developed - high end residential)</b>				
Sales Value psm					
£4,000	£33,739	-£86,261	-£185,561	-£246,269	-£286,709
£5,000	£573,739	£333,739	£204,439	£113,731	£43,291
£6,000	£1,113,739	£753,739	£594,439	£473,731	£373,291
£7,000	£1,653,739	£1,173,739	£984,439	£833,731	£703,291
£8,000	£2,193,739	£1,593,739	£1,374,439	£1,193,731	£1,033,291
£9,000	£2,733,739	£2,013,739	£1,764,439	£1,553,731	£1,363,291
£10,000	£3,273,739	£2,433,739	£2,154,439	£1,913,731	£1,693,291
£11,000	£3,813,739	£2,853,739	£2,544,439	£2,273,731	£2,023,291
£12,000	£4,353,739	£3,273,739	£2,934,439	£2,633,731	£2,353,291
£13,000	£4,893,739	£3,693,739	£3,324,439	£2,993,731	£2,683,291
<b>2 - Medium EUV</b>	<b>£13,000,000 per ha (previously developed - offices)</b>				
Sales Value psm					
£4,000	£384,739	£186,739	£67,939	-£12,269	-£72,209
£5,000	£924,739	£606,739	£457,939	£347,731	£257,791
£6,000	£1,464,739	£1,026,739	£847,939	£707,731	£587,791
£7,000	£2,004,739	£1,446,739	£1,237,939	£1,067,731	£917,791
£8,000	£2,544,739	£1,866,739	£1,627,939	£1,427,731	£1,247,791
£9,000	£3,084,739	£2,286,739	£2,017,939	£1,787,731	£1,577,791
£10,000	£3,624,739	£2,706,739	£2,407,939	£2,147,731	£1,907,791
£11,000	£4,164,739	£3,126,739	£2,797,939	£2,507,731	£2,237,791
£12,000	£4,704,739	£3,546,739	£3,187,939	£2,867,731	£2,567,791
£13,000	£5,244,739	£3,966,739	£3,577,939	£3,227,731	£2,897,791
<b>3 - Low Resi EUV</b>	<b>£10,400,000 per ha (previously developed - low end residential)</b>				
Sales Value psm					
£4,000	£525,139	£295,939	£169,339	£81,331	£13,591
£5,000	£1,065,139	£715,939	£559,339	£441,331	£343,591
£6,000	£1,605,139	£1,135,939	£949,339	£801,331	£673,591
£7,000	£2,145,139	£1,555,939	£1,339,339	£1,161,331	£1,003,591
£8,000	£2,685,139	£1,975,939	£1,729,339	£1,521,331	£1,333,591
£9,000	£3,225,139	£2,395,939	£2,119,339	£1,881,331	£1,663,591
£10,000	£3,765,139	£2,815,939	£2,509,339	£2,241,331	£1,993,591
£11,000	£4,305,139	£3,235,939	£2,899,339	£2,601,331	£2,323,591
£12,000	£4,845,139	£3,655,939	£3,289,339	£2,961,331	£2,653,591
£13,000	£5,385,139	£4,075,939	£3,679,339	£3,321,331	£2,983,591
<b>4 - Lower EUV</b>	<b>£3,900,000 per ha (previously developed - community uses)</b>				
Sales Value psm					
£4,000	£876,139	£568,939	£422,839	£315,331	£228,091
£5,000	£1,416,139	£988,939	£812,839	£675,331	£558,091
£6,000	£1,956,139	£1,408,939	£1,202,839	£1,035,331	£888,091
£7,000	£2,496,139	£1,828,939	£1,592,839	£1,395,331	£1,218,091
£8,000	£3,036,139	£2,248,939	£1,982,839	£1,755,331	£1,548,091
£9,000	£3,576,139	£2,668,939	£2,372,839	£2,115,331	£1,878,091
£10,000	£4,116,139	£3,088,939	£2,762,839	£2,475,331	£2,208,091
£11,000	£4,656,139	£3,508,939	£3,152,839	£2,835,331	£2,538,091
£12,000	£5,196,139	£3,928,939	£3,542,839	£3,195,331	£2,868,091
£13,000	£5,736,139	£4,348,939	£3,932,839	£3,555,331	£3,198,091

MODEL 11 - 20.0% developer profit, £15,000 planning obligation, 6 units

RLVs less existing use value

35 /ha      70 /ha      130 /ha      200 /ha      260 /ha

1 - High EUV

	£19,500,000 per ha (previously developed - high end residential)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😞	😞	😞
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

2 - Medium EUV

	£13,000,000 per ha (previously developed - offices)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😞
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

3 - Low EUV

	£10,400,000 per ha (previously developed - low end residential)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

4 - Lower EUV

	£3,900,000 per ha (previously developed - community uses)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊



## MODEL 12 - 20.0% developer profit, £15,000 planning obligation, 9 units

### Cost and profit calculations - 9 units

Density	Units/ha	35	70	130	200	260
	Build costs - £ psm	£1,400	£1,550	£1,750	£1,894	£2,013

PO	£15,000 per unit
CSH	£8,064 per unit
Grant	No
DP	20.0%
Units	9

	Unit size/m	90	70	65	60	55
workings	Build cost per ha	£4,410,000	£7,595,000	£14,787,500	£22,728,000	£28,785,900
	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715
	Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779
	Build cost PU plus PO	£149,064	£131,564	£136,814	£136,704	£133,779
	Build cost PU plus DP	£178,877	£157,877	£164,177	£164,045	£160,535
	Total cost per unit	£178,877	£157,877	£164,177	£164,045	£160,535
	Total build cost pm	£1,988	£2,255	£2,526	£2,734	£2,919

cost per ha / units per ha  
plus CSH per unit  
plus s106 per unit  
times DP

inc. PO, CSH, DP

Sales value per site with 9 units	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
Sales Value psm					
£4,000	£3,240,000	£2,520,000	£2,340,000	£2,160,000	£1,980,000
£5,000	£4,050,000	£3,150,000	£2,925,000	£2,700,000	£2,475,000
£6,000	£4,860,000	£3,780,000	£3,510,000	£3,240,000	£2,970,000
£7,000	£5,670,000	£4,410,000	£4,095,000	£3,780,000	£3,465,000
£8,000	£6,480,000	£5,040,000	£4,680,000	£4,320,000	£3,960,000
£9,000	£7,290,000	£5,670,000	£5,265,000	£4,860,000	£4,455,000
£10,000	£8,100,000	£6,300,000	£5,850,000	£5,400,000	£4,950,000
£11,000	£8,910,000	£6,930,000	£6,435,000	£5,940,000	£5,445,000
£12,000	£9,720,000	£7,560,000	£7,020,000	£6,480,000	£5,940,000
£13,000	£10,530,000	£8,190,000	£7,605,000	£7,020,000	£6,435,000

### Build cost plus profit per site with 9 units

Sales Value psm					
£4,000	£1,609,891	£1,420,891	£1,477,591	£1,476,403	£1,444,813
£5,000	£1,609,891	£1,420,891	£1,477,591	£1,476,403	£1,444,813
£6,000	£1,609,891	£1,420,891	£1,477,591	£1,476,403	£1,444,813
£7,000	£1,609,891	£1,420,891	£1,477,591	£1,476,403	£1,444,813
£8,000	£1,609,891	£1,420,891	£1,477,591	£1,476,403	£1,444,813
£9,000	£1,609,891	£1,420,891	£1,477,591	£1,476,403	£1,444,813
£10,000	£1,609,891	£1,420,891	£1,477,591	£1,476,403	£1,444,813
£11,000	£1,609,891	£1,420,891	£1,477,591	£1,476,403	£1,444,813
£12,000	£1,609,891	£1,420,891	£1,477,591	£1,476,403	£1,444,813
£13,000	£1,609,891	£1,420,891	£1,477,591	£1,476,403	£1,444,813

### Land value per plot with 9 units - before considering EUV

Sales Value psm					
£4,000	£1,630,109	£1,099,109	£862,409	£683,597	£535,187
£5,000	£2,440,109	£1,729,109	£1,447,409	£1,223,597	£1,030,187
£6,000	£3,250,109	£2,359,109	£2,032,409	£1,763,597	£1,525,187
£7,000	£4,060,109	£2,989,109	£2,617,409	£2,303,597	£2,020,187
£8,000	£4,870,109	£3,619,109	£3,202,409	£2,843,597	£2,515,187
£9,000	£5,680,109	£4,249,109	£3,787,409	£3,383,597	£3,010,187
£10,000	£6,490,109	£4,879,109	£4,372,409	£3,923,597	£3,505,187
£11,000	£7,300,109	£5,509,109	£4,957,409	£4,463,597	£4,000,187
£12,000	£8,110,109	£6,139,109	£5,542,409	£5,003,597	£4,495,187
£13,000	£8,920,109	£6,769,109	£6,127,409	£5,543,597	£4,990,187

MODEL 12 - 20.0% developer profit, £15,000 planning obligation, 9 units

RLVs less existing use value	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
<b>1 - High Resi EUV</b>	<b>£19,500,000 per ha (previously developed - high end residential)</b>				
Sales Value psm					
£4,000	£50,609	-£129,391	-£278,341	-£369,403	-£430,063
£5,000	£860,609	£500,609	£306,659	£170,597	£64,937
£6,000	£1,670,609	£1,130,609	£891,659	£710,597	£559,937
£7,000	£2,480,609	£1,760,609	£1,476,659	£1,250,597	£1,054,937
£8,000	£3,290,609	£2,390,609	£2,061,659	£1,790,597	£1,549,937
£9,000	£4,100,609	£3,020,609	£2,646,659	£2,330,597	£2,044,937
£10,000	£4,910,609	£3,650,609	£3,231,659	£2,870,597	£2,539,937
£11,000	£5,720,609	£4,280,609	£3,816,659	£3,410,597	£3,034,937
£12,000	£6,530,609	£4,910,609	£4,401,659	£3,950,597	£3,529,937
£13,000	£7,340,609	£5,540,609	£4,986,659	£4,490,597	£4,024,937
<b>2 - Medium EUV</b>	<b>£13,000,000 per ha (previously developed - offices)</b>				
Sales Value psm					
£4,000	£577,109	£280,109	£101,909	-£18,403	-£108,313
£5,000	£1,387,109	£910,109	£686,909	£521,597	£386,687
£6,000	£2,197,109	£1,540,109	£1,271,909	£1,061,597	£881,687
£7,000	£3,007,109	£2,170,109	£1,856,909	£1,601,597	£1,376,687
£8,000	£3,817,109	£2,800,109	£2,441,909	£2,141,597	£1,871,687
£9,000	£4,627,109	£3,430,109	£3,026,909	£2,681,597	£2,366,687
£10,000	£5,437,109	£4,060,109	£3,611,909	£3,221,597	£2,861,687
£11,000	£6,247,109	£4,690,109	£4,196,909	£3,761,597	£3,356,687
£12,000	£7,057,109	£5,320,109	£4,781,909	£4,301,597	£3,851,687
£13,000	£7,867,109	£5,950,109	£5,366,909	£4,841,597	£4,346,687
<b>3 - Low Resi EUV</b>	<b>£10,400,000 per ha (previously developed - low end residential)</b>				
Sales Value psm					
£4,000	£787,709	£443,909	£254,009	£121,997	£20,387
£5,000	£1,597,709	£1,073,909	£839,009	£661,997	£515,387
£6,000	£2,407,709	£1,703,909	£1,424,009	£1,201,997	£1,010,387
£7,000	£3,217,709	£2,333,909	£2,009,009	£1,741,997	£1,505,387
£8,000	£4,027,709	£2,963,909	£2,594,009	£2,281,997	£2,000,387
£9,000	£4,837,709	£3,593,909	£3,179,009	£2,821,997	£2,495,387
£10,000	£5,647,709	£4,223,909	£3,764,009	£3,361,997	£2,990,387
£11,000	£6,457,709	£4,853,909	£4,349,009	£3,901,997	£3,485,387
£12,000	£7,267,709	£5,483,909	£4,934,009	£4,441,997	£3,980,387
£13,000	£8,077,709	£6,113,909	£5,519,009	£4,981,997	£4,475,387
<b>4 - Lower EUV</b>	<b>£3,900,000 per ha (previously developed - community uses)</b>				
Sales Value psm					
£4,000	£1,314,209	£853,409	£634,259	£472,997	£342,137
£5,000	£2,124,209	£1,483,409	£1,219,259	£1,012,997	£837,137
£6,000	£2,934,209	£2,113,409	£1,804,259	£1,552,997	£1,332,137
£7,000	£3,744,209	£2,743,409	£2,389,259	£2,092,997	£1,827,137
£8,000	£4,554,209	£3,373,409	£2,974,259	£2,632,997	£2,322,137
£9,000	£5,364,209	£4,003,409	£3,559,259	£3,172,997	£2,817,137
£10,000	£6,174,209	£4,633,409	£4,144,259	£3,712,997	£3,312,137
£11,000	£6,984,209	£5,263,409	£4,729,259	£4,252,997	£3,807,137
£12,000	£7,794,209	£5,893,409	£5,314,259	£4,792,997	£4,302,137
£13,000	£8,604,209	£6,523,409	£5,899,259	£5,332,997	£4,797,137

MODEL 12 - 20.0% developer profit, £15,000 planning obligation, 9 units

RLVs less existing use value

35 /ha      70 /ha      130 /ha      200 /ha      260 /ha

1 - High EUV

	£19,500,000 per ha (previously developed - high end residential)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😞	😞	😞
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

2 - Medium EUV

	£13,000,000 per ha (previously developed - offices)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😞
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

3 - Low EUV

	£10,400,000 per ha (previously developed - low end residential)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

4 - Lower EUV

	£3,900,000 per ha (previously developed - community uses)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

### MODEL 13 - 17.0% developer profit, £5,000 planning obligation, 1 unit

**Cost and profit calculations - 1 unit**

Density	Units/ha	35	70	130	200	260
	Build costs - £ psm	£1,400	£1,550	£1,750	£1,894	£2,013

PO	£5,000 per unit
CSH	£8,064 per unit
Grant	No
DP	17.0%
Units	1

	Unit size/m	90	70	65	60	55
workings	Build cost per ha	£4,410,000	£7,595,000	£14,787,500	£22,728,000	£28,785,900
	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715
	Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779
	Build cost PU plus PO	£139,064	£121,564	£126,814	£126,704	£123,779
	Build cost PU plus DP	£162,705	£142,230	£148,372	£148,244	£144,821
	Total cost per unit	£162,705	£142,230	£148,372	£148,244	£144,821
	Total build cost pm	£1,808	£2,032	£2,283	£2,471	£2,633

cost per ha / units per ha  
plus CSH per unit  
plus s106 per unit  
times DP

inc. PO, CSH, DP

<b>Sales value per site with 1 unit</b>		<b>35 /ha</b>	<b>70 /ha</b>	<b>130 /ha</b>	<b>200 /ha</b>	<b>260 /ha</b>
Sales Value psm						
£4,000		£360,000	£280,000	£260,000	£240,000	£220,000
£5,000		£450,000	£350,000	£325,000	£300,000	£275,000
£6,000		£540,000	£420,000	£390,000	£360,000	£330,000
£7,000		£630,000	£490,000	£455,000	£420,000	£385,000
£8,000		£720,000	£560,000	£520,000	£480,000	£440,000
£9,000		£810,000	£630,000	£585,000	£540,000	£495,000
£10,000		£900,000	£700,000	£650,000	£600,000	£550,000
£11,000		£990,000	£770,000	£715,000	£660,000	£605,000
£12,000		£1,080,000	£840,000	£780,000	£720,000	£660,000
£13,000		£1,170,000	£910,000	£845,000	£780,000	£715,000

<b>Build cost plus profit per site with 1 unit</b>						
Sales Value psm						
£4,000		£162,705	£142,230	£148,372	£148,244	£144,821
£5,000		£162,705	£142,230	£148,372	£148,244	£144,821
£6,000		£162,705	£142,230	£148,372	£148,244	£144,821
£7,000		£162,705	£142,230	£148,372	£148,244	£144,821
£8,000		£162,705	£142,230	£148,372	£148,244	£144,821
£9,000		£162,705	£142,230	£148,372	£148,244	£144,821
£10,000		£162,705	£142,230	£148,372	£148,244	£144,821
£11,000		£162,705	£142,230	£148,372	£148,244	£144,821
£12,000		£162,705	£142,230	£148,372	£148,244	£144,821
£13,000		£162,705	£142,230	£148,372	£148,244	£144,821

<b>Land value per plot with 1 unit - before considering EUV</b>						
Sales Value psm						
£4,000		£197,295	£137,770	£111,628	£91,756	£75,179
£5,000		£287,295	£207,770	£176,628	£151,756	£130,179
£6,000		£377,295	£277,770	£241,628	£211,756	£185,179
£7,000		£467,295	£347,770	£306,628	£271,756	£240,179
£8,000		£557,295	£417,770	£371,628	£331,756	£295,179
£9,000		£647,295	£487,770	£436,628	£391,756	£350,179
£10,000		£737,295	£557,770	£501,628	£451,756	£405,179
£11,000		£827,295	£627,770	£566,628	£511,756	£460,179
£12,000		£917,295	£697,770	£631,628	£571,756	£515,179
£13,000		£1,007,295	£767,770	£696,628	£631,756	£570,179

## MODEL 13 - 17.0% developer profit, £5,000 planning obligation, 1 unit

RLVs less existing use value	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
<b>1 - High Resi EUV</b>	<b>£19,500,000 per ha (previously developed - high end residential)</b>				
Sales Value psm					
£4,000	£21,795	£1,270	-£15,122	-£25,244	-£32,071
£5,000	£111,795	£71,270	£49,878	£34,756	£22,929
£6,000	£201,795	£141,270	£114,878	£94,756	£77,929
£7,000	£291,795	£211,270	£179,878	£154,756	£132,929
£8,000	£381,795	£281,270	£244,878	£214,756	£187,929
£9,000	£471,795	£351,270	£309,878	£274,756	£242,929
£10,000	£561,795	£421,270	£374,878	£334,756	£297,929
£11,000	£651,795	£491,270	£439,878	£394,756	£352,929
£12,000	£741,795	£561,270	£504,878	£454,756	£407,929
£13,000	£831,795	£631,270	£569,878	£514,756	£462,929
<b>2 - Medium EUV</b>	<b>£13,000,000 per ha (previously developed - offices)</b>				
Sales Value psm					
£4,000	£80,295	£46,770	£27,128	£13,756	£3,679
£5,000	£170,295	£116,770	£92,128	£73,756	£58,679
£6,000	£260,295	£186,770	£157,128	£133,756	£113,679
£7,000	£350,295	£256,770	£222,128	£193,756	£168,679
£8,000	£440,295	£326,770	£287,128	£253,756	£223,679
£9,000	£530,295	£396,770	£352,128	£313,756	£278,679
£10,000	£620,295	£466,770	£417,128	£373,756	£333,679
£11,000	£710,295	£536,770	£482,128	£433,756	£388,679
£12,000	£800,295	£606,770	£547,128	£493,756	£443,679
£13,000	£890,295	£676,770	£612,128	£553,756	£498,679
<b>3 - Low Resi EUV</b>	<b>£10,400,000 per ha (previously developed - low end residential)</b>				
Sales Value psm					
£4,000	£103,695	£64,970	£44,028	£29,356	£17,979
£5,000	£193,695	£134,970	£109,028	£89,356	£72,979
£6,000	£283,695	£204,970	£174,028	£149,356	£127,979
£7,000	£373,695	£274,970	£239,028	£209,356	£182,979
£8,000	£463,695	£344,970	£304,028	£269,356	£237,979
£9,000	£553,695	£414,970	£369,028	£329,356	£292,979
£10,000	£643,695	£484,970	£434,028	£389,356	£347,979
£11,000	£733,695	£554,970	£499,028	£449,356	£402,979
£12,000	£823,695	£624,970	£564,028	£509,356	£457,979
£13,000	£913,695	£694,970	£629,028	£569,356	£512,979
<b>4 - Lower EUV</b>	<b>£3,900,000 per ha (previously developed - community uses)</b>				
Sales Value psm					
£4,000	£162,195	£110,470	£86,278	£68,356	£53,729
£5,000	£252,195	£180,470	£151,278	£128,356	£108,729
£6,000	£342,195	£250,470	£216,278	£188,356	£163,729
£7,000	£432,195	£320,470	£281,278	£248,356	£218,729
£8,000	£522,195	£390,470	£346,278	£308,356	£273,729
£9,000	£612,195	£460,470	£411,278	£368,356	£328,729
£10,000	£702,195	£530,470	£476,278	£428,356	£383,729
£11,000	£792,195	£600,470	£541,278	£488,356	£438,729
£12,000	£882,195	£670,470	£606,278	£548,356	£493,729
£13,000	£972,195	£740,470	£671,278	£608,356	£548,729

MODEL 13 - 17.0% developer profit, £5,000 planning obligation, 1 unit

RLVs less existing use value

35 /ha      70 /ha      130 /ha      200 /ha      260 /ha

1 - High EUV

	£19,500,000 per ha (previously developed - high end residential)				
£4,000	😊	😊	😊	😞	😞
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

2 - Medium EUV

	£13,000,000 per ha (previously developed - offices)				
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

3 - Low EUV

	£10,400,000 per ha (previously developed - low end residential)				
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

4 - Lower EUV

	£3,900,000 per ha (previously developed - community uses)				
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

## MODEL 14 - 17.0% developer profit, £5,000 planning obligation, 3 units

### Cost and profit calculations - 3 units

Density	Units/ha	35	70	130	200	260
Build costs - £ psm		£1,400	£1,550	£1,750	£1,894	£2,013

PO	£5,000 per unit
CSH	£8,064 per unit
Grant	No
DP	17.0%
Units	3

Unit size/m	90	70	65	60	55
Build cost per ha	£4,410,000	£7,595,000	£14,787,500	£22,728,000	£28,785,900
Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715
Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779
Build cost PU plus PO	£139,064	£121,564	£126,814	£126,704	£123,779
Build cost PU plus DP	£162,705	£142,230	£148,372	£148,244	£144,821
Total cost per unit	£162,705	£142,230	£148,372	£148,244	£144,821
Total build cost pm	£1,808	£2,032	£2,283	£2,471	£2,633

cost per ha / units per ha  
plus CSH per unit  
plus s106 per unit  
times DP

inc. PO, CSH, DP

Sales value per site with 3 units	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
Sales Value psm					
£4,000	£1,080,000	£840,000	£780,000	£720,000	£660,000
£5,000	£1,350,000	£1,050,000	£975,000	£900,000	£825,000
£6,000	£1,620,000	£1,260,000	£1,170,000	£1,080,000	£990,000
£7,000	£1,890,000	£1,470,000	£1,365,000	£1,260,000	£1,155,000
£8,000	£2,160,000	£1,680,000	£1,560,000	£1,440,000	£1,320,000
£9,000	£2,430,000	£1,890,000	£1,755,000	£1,620,000	£1,485,000
£10,000	£2,700,000	£2,100,000	£1,950,000	£1,800,000	£1,650,000
£11,000	£2,970,000	£2,310,000	£2,145,000	£1,980,000	£1,815,000
£12,000	£3,240,000	£2,520,000	£2,340,000	£2,160,000	£1,980,000
£13,000	£3,510,000	£2,730,000	£2,535,000	£2,340,000	£2,145,000

### Build cost plus profit per site with 3 units

Sales Value psm					
£4,000	£488,115	£426,690	£445,117	£444,731	£434,464
£5,000	£488,115	£426,690	£445,117	£444,731	£434,464
£6,000	£488,115	£426,690	£445,117	£444,731	£434,464
£7,000	£488,115	£426,690	£445,117	£444,731	£434,464
£8,000	£488,115	£426,690	£445,117	£444,731	£434,464
£9,000	£488,115	£426,690	£445,117	£444,731	£434,464
£10,000	£488,115	£426,690	£445,117	£444,731	£434,464
£11,000	£488,115	£426,690	£445,117	£444,731	£434,464
£12,000	£488,115	£426,690	£445,117	£444,731	£434,464
£13,000	£488,115	£426,690	£445,117	£444,731	£434,464

### Land value per plot with 3 units - before considering EUV

Sales Value psm					
£4,000	£591,885	£413,310	£334,883	£275,269	£225,536
£5,000	£861,885	£623,310	£529,883	£455,269	£390,536
£6,000	£1,131,885	£833,310	£724,883	£635,269	£555,536
£7,000	£1,401,885	£1,043,310	£919,883	£815,269	£720,536
£8,000	£1,671,885	£1,253,310	£1,114,883	£995,269	£885,536
£9,000	£1,941,885	£1,463,310	£1,309,883	£1,175,269	£1,050,536
£10,000	£2,211,885	£1,673,310	£1,504,883	£1,355,269	£1,215,536
£11,000	£2,481,885	£1,883,310	£1,699,883	£1,535,269	£1,380,536
£12,000	£2,751,885	£2,093,310	£1,894,883	£1,715,269	£1,545,536
£13,000	£3,021,885	£2,303,310	£2,089,883	£1,895,269	£1,710,536

## MODEL 14 - 17.0% developer profit, £5,000 planning obligation, 3 units

RLVs less existing use value	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
<b>1 - High Resi EUV</b>	<b>£19,500,000 per ha (previously developed - high end residential)</b>				
Sales Value psm					
£4,000	£65,385	£3,810	-£45,367	-£75,731	-£96,214
£5,000	£335,385	£213,810	£149,633	£104,269	£68,786
£6,000	£605,385	£423,810	£344,633	£284,269	£233,786
£7,000	£875,385	£633,810	£539,633	£464,269	£398,786
£8,000	£1,145,385	£843,810	£734,633	£644,269	£563,786
£9,000	£1,415,385	£1,053,810	£929,633	£824,269	£728,786
£10,000	£1,685,385	£1,263,810	£1,124,633	£1,004,269	£893,786
£11,000	£1,955,385	£1,473,810	£1,319,633	£1,184,269	£1,058,786
£12,000	£2,225,385	£1,683,810	£1,514,633	£1,364,269	£1,223,786
£13,000	£2,495,385	£1,893,810	£1,709,633	£1,544,269	£1,388,786
<b>2 - Medium EUV</b>	<b>£13,000,000 per ha (previously developed - offices)</b>				
Sales Value psm					
£4,000	£240,885	£140,310	£81,383	£41,269	£11,036
£5,000	£510,885	£350,310	£276,383	£221,269	£176,036
£6,000	£780,885	£560,310	£471,383	£401,269	£341,036
£7,000	£1,050,885	£770,310	£666,383	£581,269	£506,036
£8,000	£1,320,885	£980,310	£861,383	£761,269	£671,036
£9,000	£1,590,885	£1,190,310	£1,056,383	£941,269	£836,036
£10,000	£1,860,885	£1,400,310	£1,251,383	£1,121,269	£1,001,036
£11,000	£2,130,885	£1,610,310	£1,446,383	£1,301,269	£1,166,036
£12,000	£2,400,885	£1,820,310	£1,641,383	£1,481,269	£1,331,036
£13,000	£2,670,885	£2,030,310	£1,836,383	£1,661,269	£1,496,036
<b>3 - Low Resi EUV</b>	<b>£10,400,000 per ha (previously developed - low end residential)</b>				
Sales Value psm					
£4,000	£311,085	£194,910	£132,083	£88,069	£53,936
£5,000	£581,085	£404,910	£327,083	£268,069	£218,936
£6,000	£851,085	£614,910	£522,083	£448,069	£383,936
£7,000	£1,121,085	£824,910	£717,083	£628,069	£548,936
£8,000	£1,391,085	£1,034,910	£912,083	£808,069	£713,936
£9,000	£1,661,085	£1,244,910	£1,107,083	£988,069	£878,936
£10,000	£1,931,085	£1,454,910	£1,302,083	£1,168,069	£1,043,936
£11,000	£2,201,085	£1,664,910	£1,497,083	£1,348,069	£1,208,936
£12,000	£2,471,085	£1,874,910	£1,692,083	£1,528,069	£1,373,936
£13,000	£2,741,085	£2,084,910	£1,887,083	£1,708,069	£1,538,936
<b>4 - Lower EUV</b>	<b>£3,900,000 per ha (previously developed - community uses)</b>				
Sales Value psm					
£4,000	£486,585	£331,410	£258,833	£205,069	£161,186
£5,000	£756,585	£541,410	£453,833	£385,069	£326,186
£6,000	£1,026,585	£751,410	£648,833	£565,069	£491,186
£7,000	£1,296,585	£961,410	£843,833	£745,069	£656,186
£8,000	£1,566,585	£1,171,410	£1,038,833	£925,069	£821,186
£9,000	£1,836,585	£1,381,410	£1,233,833	£1,105,069	£986,186
£10,000	£2,106,585	£1,591,410	£1,428,833	£1,285,069	£1,151,186
£11,000	£2,376,585	£1,801,410	£1,623,833	£1,465,069	£1,316,186
£12,000	£2,646,585	£2,011,410	£1,818,833	£1,645,069	£1,481,186
£13,000	£2,916,585	£2,221,410	£2,013,833	£1,825,069	£1,646,186



MODEL 14 - 17.0% developer profit, £5,000 planning obligation, 3 units

RLVs less existing use value

35 /ha      70 /ha      130 /ha      200 /ha      260 /ha

1 - High EUV

	£19,500,000 per ha (previously developed - high end residential)				
£4,000	😊	😊	😊	😞	😞
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

2 - Medium EUV

	£13,000,000 per ha (previously developed - offices)				
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

3 - Low EUV

	£10,400,000 per ha (previously developed - low end residential)				
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

4 - Lower EUV

	£3,900,000 per ha (previously developed - community uses)				
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

## MODEL 15 - 17.0% developer profit, £5,000 planning obligation, 6 units

### Cost and profit calculations - 6 units

Density	Units/ha	35	70	130	200	260
Build costs - £ psm		£1,400	£1,550	£1,750	£1,894	£2,013

PO	£5,000 per unit
CSH	£8,064 per unit
Grant	No
DP	17.0%
Units	6

Unit size/m	90	70	65	60	55
Build cost per ha	£4,410,000	£7,595,000	£14,787,500	£22,728,000	£28,785,900
Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715
Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779
Build cost PU plus PO	£139,064	£121,564	£126,814	£126,704	£123,779
Build cost PU plus DP	£162,705	£142,230	£148,372	£148,244	£144,821
Total cost per unit	£162,705	£142,230	£148,372	£148,244	£144,821
Total build cost pm	£1,808	£2,032	£2,283	£2,471	£2,633

cost per ha / units per ha  
plus CSH per unit  
plus s106 per unit  
times DP

inc. PO, CSH, DP

Sales value per site with 6 units	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
Sales Value psm					
£4,000	£2,160,000	£1,680,000	£1,560,000	£1,440,000	£1,320,000
£5,000	£2,700,000	£2,100,000	£1,950,000	£1,800,000	£1,650,000
£6,000	£3,240,000	£2,520,000	£2,340,000	£2,160,000	£1,980,000
£7,000	£3,780,000	£2,940,000	£2,730,000	£2,520,000	£2,310,000
£8,000	£4,320,000	£3,360,000	£3,120,000	£2,880,000	£2,640,000
£9,000	£4,860,000	£3,780,000	£3,510,000	£3,240,000	£2,970,000
£10,000	£5,400,000	£4,200,000	£3,900,000	£3,600,000	£3,300,000
£11,000	£5,940,000	£4,620,000	£4,290,000	£3,960,000	£3,630,000
£12,000	£6,480,000	£5,040,000	£4,680,000	£4,320,000	£3,960,000
£13,000	£7,020,000	£5,460,000	£5,070,000	£4,680,000	£4,290,000

### Build cost plus profit per site with 6 units

Sales Value psm					
£4,000	£976,229	£853,379	£890,234	£889,462	£868,929
£5,000	£976,229	£853,379	£890,234	£889,462	£868,929
£6,000	£976,229	£853,379	£890,234	£889,462	£868,929
£7,000	£976,229	£853,379	£890,234	£889,462	£868,929
£8,000	£976,229	£853,379	£890,234	£889,462	£868,929
£9,000	£976,229	£853,379	£890,234	£889,462	£868,929
£10,000	£976,229	£853,379	£890,234	£889,462	£868,929
£11,000	£976,229	£853,379	£890,234	£889,462	£868,929
£12,000	£976,229	£853,379	£890,234	£889,462	£868,929
£13,000	£976,229	£853,379	£890,234	£889,462	£868,929

### Land value per plot with 6 units - before considering EUV

Sales Value psm					
£4,000	£1,183,771	£826,621	£669,766	£550,538	£451,071
£5,000	£1,723,771	£1,246,621	£1,059,766	£910,538	£781,071
£6,000	£2,263,771	£1,666,621	£1,449,766	£1,270,538	£1,111,071
£7,000	£2,803,771	£2,086,621	£1,839,766	£1,630,538	£1,441,071
£8,000	£3,343,771	£2,506,621	£2,229,766	£1,990,538	£1,771,071
£9,000	£3,883,771	£2,926,621	£2,619,766	£2,350,538	£2,101,071
£10,000	£4,423,771	£3,346,621	£3,009,766	£2,710,538	£2,431,071
£11,000	£4,963,771	£3,766,621	£3,399,766	£3,070,538	£2,761,071
£12,000	£5,503,771	£4,186,621	£3,789,766	£3,430,538	£3,091,071
£13,000	£6,043,771	£4,606,621	£4,179,766	£3,790,538	£3,421,071

MODEL 15 - 17.0% developer profit, £5,000 planning obligation, 6 units

RLVs less existing use value	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
<b>1 - High Resi EUV</b>	<b>£19,500,000 per ha (previously developed - high end residential)</b>				
Sales Value psm					
£4,000	£130,771	£7,621	-£90,734	-£151,462	-£192,429
£5,000	£670,771	£427,621	£299,266	£208,538	£137,571
£6,000	£1,210,771	£847,621	£689,266	£568,538	£467,571
£7,000	£1,750,771	£1,267,621	£1,079,266	£928,538	£797,571
£8,000	£2,290,771	£1,687,621	£1,469,266	£1,288,538	£1,127,571
£9,000	£2,830,771	£2,107,621	£1,859,266	£1,648,538	£1,457,571
£10,000	£3,370,771	£2,527,621	£2,249,266	£2,008,538	£1,787,571
£11,000	£3,910,771	£2,947,621	£2,639,266	£2,368,538	£2,117,571
£12,000	£4,450,771	£3,367,621	£3,029,266	£2,728,538	£2,447,571
£13,000	£4,990,771	£3,787,621	£3,419,266	£3,088,538	£2,777,571
<b>2 - Medium EUV</b>	<b>£13,000,000 per ha (previously developed - offices)</b>				
Sales Value psm					
£4,000	£481,771	£280,621	£162,766	£82,538	£22,071
£5,000	£1,021,771	£700,621	£552,766	£442,538	£352,071
£6,000	£1,561,771	£1,120,621	£942,766	£802,538	£682,071
£7,000	£2,101,771	£1,540,621	£1,332,766	£1,162,538	£1,012,071
£8,000	£2,641,771	£1,960,621	£1,722,766	£1,522,538	£1,342,071
£9,000	£3,181,771	£2,380,621	£2,112,766	£1,882,538	£1,672,071
£10,000	£3,721,771	£2,800,621	£2,502,766	£2,242,538	£2,002,071
£11,000	£4,261,771	£3,220,621	£2,892,766	£2,602,538	£2,332,071
£12,000	£4,801,771	£3,640,621	£3,282,766	£2,962,538	£2,662,071
£13,000	£5,341,771	£4,060,621	£3,672,766	£3,322,538	£2,992,071
<b>3 - Low Resi EUV</b>	<b>£10,400,000 per ha (previously developed - low end residential)</b>				
Sales Value psm					
£4,000	£622,171	£389,821	£264,166	£176,138	£107,871
£5,000	£1,162,171	£809,821	£654,166	£536,138	£437,871
£6,000	£1,702,171	£1,229,821	£1,044,166	£896,138	£767,871
£7,000	£2,242,171	£1,649,821	£1,434,166	£1,256,138	£1,097,871
£8,000	£2,782,171	£2,069,821	£1,824,166	£1,616,138	£1,427,871
£9,000	£3,322,171	£2,489,821	£2,214,166	£1,976,138	£1,757,871
£10,000	£3,862,171	£2,909,821	£2,604,166	£2,336,138	£2,087,871
£11,000	£4,402,171	£3,329,821	£2,994,166	£2,696,138	£2,417,871
£12,000	£4,942,171	£3,749,821	£3,384,166	£3,056,138	£2,747,871
£13,000	£5,482,171	£4,169,821	£3,774,166	£3,416,138	£3,077,871
<b>4 - Lower EUV</b>	<b>£3,900,000 per ha (previously developed - community uses)</b>				
Sales Value psm					
£4,000	£973,171	£662,821	£517,666	£410,138	£322,371
£5,000	£1,513,171	£1,082,821	£907,666	£770,138	£652,371
£6,000	£2,053,171	£1,502,821	£1,297,666	£1,130,138	£982,371
£7,000	£2,593,171	£1,922,821	£1,687,666	£1,490,138	£1,312,371
£8,000	£3,133,171	£2,342,821	£2,077,666	£1,850,138	£1,642,371
£9,000	£3,673,171	£2,762,821	£2,467,666	£2,210,138	£1,972,371
£10,000	£4,213,171	£3,182,821	£2,857,666	£2,570,138	£2,302,371
£11,000	£4,753,171	£3,602,821	£3,247,666	£2,930,138	£2,632,371
£12,000	£5,293,171	£4,022,821	£3,637,666	£3,290,138	£2,962,371
£13,000	£5,833,171	£4,442,821	£4,027,666	£3,650,138	£3,292,371

MODEL 15 - 17.0% developer profit, £5,000 planning obligation, 6 units

RLVs less existing use value

35 /ha      70 /ha      130 /ha      200 /ha      260 /ha

1 - High EUV

	£19,500,000 per ha (previously developed - high end residential)				
£4,000	😊	😊	😊	😞	😞
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

2 - Medium EUV

	£13,000,000 per ha (previously developed - offices)				
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

3 - Low EUV

	£10,400,000 per ha (previously developed - low end residential)				
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

4 - Lower EUV

	£3,900,000 per ha (previously developed - community uses)				
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

## MODEL 16 - 17.0% developer profit, £5,000 planning obligation, 9 units

### Cost and profit calculations - 9 units

Density	Units/ha	35	70	130	200	260
Build costs - £ psm		£1,400	£1,550	£1,750	£1,894	£2,013

PO	£5,000 per unit
CSH	£8,064 per unit
Grant	No
DP	17.0%
Units	9

workings	Unit size/m	90	70	65	60	55
Build cost per ha		£4,410,000	£7,595,000	£14,787,500	£22,728,000	£28,785,900
Build cost PU		£126,000	£108,500	£113,750	£113,640	£110,715
Build cost PU plus CSH		£134,064	£116,564	£121,814	£121,704	£118,779
Build cost PU plus PO		£139,064	£121,564	£126,814	£126,704	£123,779
Build cost PU plus DP		£162,705	£142,230	£148,372	£148,244	£144,821
Total cost per unit		£162,705	£142,230	£148,372	£148,244	£144,821
Total build cost pm		£1,808	£2,032	£2,283	£2,471	£2,633

cost per ha / units per ha  
plus CSH per unit  
plus s106 per unit  
times DP

inc. PO, CSH, DP

Sales value per site with 9 units	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
Sales Value psm					
£4,000	£3,240,000	£2,520,000	£2,340,000	£2,160,000	£1,980,000
£5,000	£4,050,000	£3,150,000	£2,925,000	£2,700,000	£2,475,000
£6,000	£4,860,000	£3,780,000	£3,510,000	£3,240,000	£2,970,000
£7,000	£5,670,000	£4,410,000	£4,095,000	£3,780,000	£3,465,000
£8,000	£6,480,000	£5,040,000	£4,680,000	£4,320,000	£3,960,000
£9,000	£7,290,000	£5,670,000	£5,265,000	£4,860,000	£4,455,000
£10,000	£8,100,000	£6,300,000	£5,850,000	£5,400,000	£4,950,000
£11,000	£8,910,000	£6,930,000	£6,435,000	£5,940,000	£5,445,000
£12,000	£9,720,000	£7,560,000	£7,020,000	£6,480,000	£5,940,000
£13,000	£10,530,000	£8,190,000	£7,605,000	£7,020,000	£6,435,000

### Build cost plus profit per site with 9 units

Sales Value psm	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	£1,464,344	£1,280,069	£1,335,351	£1,334,193	£1,303,393
£5,000	£1,464,344	£1,280,069	£1,335,351	£1,334,193	£1,303,393
£6,000	£1,464,344	£1,280,069	£1,335,351	£1,334,193	£1,303,393
£7,000	£1,464,344	£1,280,069	£1,335,351	£1,334,193	£1,303,393
£8,000	£1,464,344	£1,280,069	£1,335,351	£1,334,193	£1,303,393
£9,000	£1,464,344	£1,280,069	£1,335,351	£1,334,193	£1,303,393
£10,000	£1,464,344	£1,280,069	£1,335,351	£1,334,193	£1,303,393
£11,000	£1,464,344	£1,280,069	£1,335,351	£1,334,193	£1,303,393
£12,000	£1,464,344	£1,280,069	£1,335,351	£1,334,193	£1,303,393
£13,000	£1,464,344	£1,280,069	£1,335,351	£1,334,193	£1,303,393

### Land value per plot with 9 units - before considering EUV

Sales Value psm	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	£1,775,656	£1,239,931	£1,004,649	£825,807	£676,607
£5,000	£2,585,656	£1,869,931	£1,589,649	£1,365,807	£1,171,607
£6,000	£3,395,656	£2,499,931	£2,174,649	£1,905,807	£1,666,607
£7,000	£4,205,656	£3,129,931	£2,759,649	£2,445,807	£2,161,607
£8,000	£5,015,656	£3,759,931	£3,344,649	£2,985,807	£2,656,607
£9,000	£5,825,656	£4,389,931	£3,929,649	£3,525,807	£3,151,607
£10,000	£6,635,656	£5,019,931	£4,514,649	£4,065,807	£3,646,607
£11,000	£7,445,656	£5,649,931	£5,099,649	£4,605,807	£4,141,607
£12,000	£8,255,656	£6,279,931	£5,684,649	£5,145,807	£4,636,607
£13,000	£9,065,656	£6,909,931	£6,269,649	£5,685,807	£5,131,607

MODEL 16 - 17.0% developer profit, £5,000 planning obligation, 9 units

RLVs less existing use value	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
<b>1 - High Resi EUV</b>	<b>£19,500,000 per ha (previously developed - high end residential)</b>				
Sales Value psm					
£4,000	£196,156	£11,431	-£136,101	-£227,193	-£288,643
£5,000	£1,006,156	£641,431	£448,899	£312,807	£206,357
£6,000	£1,816,156	£1,271,431	£1,033,899	£852,807	£701,357
£7,000	£2,626,156	£1,901,431	£1,618,899	£1,392,807	£1,196,357
£8,000	£3,436,156	£2,531,431	£2,203,899	£1,932,807	£1,691,357
£9,000	£4,246,156	£3,161,431	£2,788,899	£2,472,807	£2,186,357
£10,000	£5,056,156	£3,791,431	£3,373,899	£3,012,807	£2,681,357
£11,000	£5,866,156	£4,421,431	£3,958,899	£3,552,807	£3,176,357
£12,000	£6,676,156	£5,051,431	£4,543,899	£4,092,807	£3,671,357
£13,000	£7,486,156	£5,681,431	£5,128,899	£4,632,807	£4,166,357
<b>2 - Medium EUV</b>	<b>£13,000,000 per ha (previously developed - offices)</b>				
Sales Value psm					
£4,000	£722,656	£420,931	£244,149	£123,807	£33,107
£5,000	£1,532,656	£1,050,931	£829,149	£663,807	£528,107
£6,000	£2,342,656	£1,680,931	£1,414,149	£1,203,807	£1,023,107
£7,000	£3,152,656	£2,310,931	£1,999,149	£1,743,807	£1,518,107
£8,000	£3,962,656	£2,940,931	£2,584,149	£2,283,807	£2,013,107
£9,000	£4,772,656	£3,570,931	£3,169,149	£2,823,807	£2,508,107
£10,000	£5,582,656	£4,200,931	£3,754,149	£3,363,807	£3,003,107
£11,000	£6,392,656	£4,830,931	£4,339,149	£3,903,807	£3,498,107
£12,000	£7,202,656	£5,460,931	£4,924,149	£4,443,807	£3,993,107
£13,000	£8,012,656	£6,090,931	£5,509,149	£4,983,807	£4,488,107
<b>3 - Low Resi EUV</b>	<b>£10,400,000 per ha (previously developed - low end residential)</b>				
Sales Value psm					
£4,000	£933,256	£584,731	£396,249	£264,207	£161,807
£5,000	£1,743,256	£1,214,731	£981,249	£804,207	£656,807
£6,000	£2,553,256	£1,844,731	£1,566,249	£1,344,207	£1,151,807
£7,000	£3,363,256	£2,474,731	£2,151,249	£1,884,207	£1,646,807
£8,000	£4,173,256	£3,104,731	£2,736,249	£2,424,207	£2,141,807
£9,000	£4,983,256	£3,734,731	£3,321,249	£2,964,207	£2,636,807
£10,000	£5,793,256	£4,364,731	£3,906,249	£3,504,207	£3,131,807
£11,000	£6,603,256	£4,994,731	£4,491,249	£4,044,207	£3,626,807
£12,000	£7,413,256	£5,624,731	£5,076,249	£4,584,207	£4,121,807
£13,000	£8,223,256	£6,254,731	£5,661,249	£5,124,207	£4,616,807
<b>4 - Lower EUV</b>	<b>£3,900,000 per ha (previously developed - community uses)</b>				
Sales Value psm					
£4,000	£1,459,756	£994,231	£776,499	£615,207	£483,557
£5,000	£2,269,756	£1,624,231	£1,361,499	£1,155,207	£978,557
£6,000	£3,079,756	£2,254,231	£1,946,499	£1,695,207	£1,473,557
£7,000	£3,889,756	£2,884,231	£2,531,499	£2,235,207	£1,968,557
£8,000	£4,699,756	£3,514,231	£3,116,499	£2,775,207	£2,463,557
£9,000	£5,509,756	£4,144,231	£3,701,499	£3,315,207	£2,958,557
£10,000	£6,319,756	£4,774,231	£4,286,499	£3,855,207	£3,453,557
£11,000	£7,129,756	£5,404,231	£4,871,499	£4,395,207	£3,948,557
£12,000	£7,939,756	£6,034,231	£5,456,499	£4,935,207	£4,443,557
£13,000	£8,749,756	£6,664,231	£6,041,499	£5,475,207	£4,938,557

MODEL 16 - 17.0% developer profit, £5,000 planning obligation, 9 units

RLVs less existing use value

35 /ha      70 /ha      130 /ha      200 /ha      260 /ha

1 - High EUV

	£19,500,000 per ha (previously developed - high end residential)				
£4,000	😊	😊	😊	😞	😞
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

2 - Medium EUV

	£13,000,000 per ha (previously developed - offices)				
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

3 - Low EUV

	£10,400,000 per ha (previously developed - low end residential)				
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

4 - Lower EUV

	£3,900,000 per ha (previously developed - community uses)				
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

### MODEL 17 - 17.0% developer profit, £10,000 planning obligation, 1 unit

**Cost and profit calculations - 1 unit**

Density	Units/ha	35	70	130	200	260
	Build costs - £ psm	£1,400	£1,550	£1,750	£1,894	£2,013

PO	£10,000 per unit
CSH	£8,064 per unit
Grant	No
DP	17.0%
Units	1

	Unit size/m	90	70	65	60	55
workings	Build cost per ha	£4,410,000	£7,595,000	£14,787,500	£22,728,000	£28,785,900
	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715
	Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779
	Build cost PU plus PO	£144,064	£126,564	£131,814	£131,704	£128,779
	Build cost PU plus DP	£168,555	£148,080	£154,222	£154,094	£150,671
	Total cost per unit	£168,555	£148,080	£154,222	£154,094	£150,671
	Total build cost pm	£1,873	£2,115	£2,373	£2,568	£2,739

cost per ha / units per ha  
plus CSH per unit  
plus s106 per unit  
times DP

inc. PO, CSH, DP

<b>Sales value per site with 1 unit</b>	<b>35 /ha</b>	<b>70 /ha</b>	<b>130 /ha</b>	<b>200 /ha</b>	<b>260 /ha</b>
Sales Value psm					
£4,000	£360,000	£280,000	£260,000	£240,000	£220,000
£5,000	£450,000	£350,000	£325,000	£300,000	£275,000
£6,000	£540,000	£420,000	£390,000	£360,000	£330,000
£7,000	£630,000	£490,000	£455,000	£420,000	£385,000
£8,000	£720,000	£560,000	£520,000	£480,000	£440,000
£9,000	£810,000	£630,000	£585,000	£540,000	£495,000
£10,000	£900,000	£700,000	£650,000	£600,000	£550,000
£11,000	£990,000	£770,000	£715,000	£660,000	£605,000
£12,000	£1,080,000	£840,000	£780,000	£720,000	£660,000
£13,000	£1,170,000	£910,000	£845,000	£780,000	£715,000

**Build cost plus profit per site with 1 unit**

Sales Value psm					
£4,000	£168,555	£148,080	£154,222	£154,094	£150,671
£5,000	£168,555	£148,080	£154,222	£154,094	£150,671
£6,000	£168,555	£148,080	£154,222	£154,094	£150,671
£7,000	£168,555	£148,080	£154,222	£154,094	£150,671
£8,000	£168,555	£148,080	£154,222	£154,094	£150,671
£9,000	£168,555	£148,080	£154,222	£154,094	£150,671
£10,000	£168,555	£148,080	£154,222	£154,094	£150,671
£11,000	£168,555	£148,080	£154,222	£154,094	£150,671
£12,000	£168,555	£148,080	£154,222	£154,094	£150,671
£13,000	£168,555	£148,080	£154,222	£154,094	£150,671

**Land value per plot with 1 unit - before considering EUV**

Sales Value psm					
£4,000	£191,445	£131,920	£105,778	£85,906	£69,329
£5,000	£281,445	£201,920	£170,778	£145,906	£124,329
£6,000	£371,445	£271,920	£235,778	£205,906	£179,329
£7,000	£461,445	£341,920	£300,778	£265,906	£234,329
£8,000	£551,445	£411,920	£365,778	£325,906	£289,329
£9,000	£641,445	£481,920	£430,778	£385,906	£344,329
£10,000	£731,445	£551,920	£495,778	£445,906	£399,329
£11,000	£821,445	£621,920	£560,778	£505,906	£454,329
£12,000	£911,445	£691,920	£625,778	£565,906	£509,329
£13,000	£1,001,445	£761,920	£690,778	£625,906	£564,329



## MODEL 17 - 17.0% developer profit, £10,000 planning obligation, 1 unit

RLVs less existing use value	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
<b>1 - High Resi EUV</b>	<b>£19,500,000 per ha (previously developed - high end residential)</b>				
Sales Value psm					
£4,000	£15,945	-£4,580	-£20,972	-£31,094	-£37,921
£5,000	£105,945	£65,420	£44,028	£28,906	£17,079
£6,000	£195,945	£135,420	£109,028	£88,906	£72,079
£7,000	£285,945	£205,420	£174,028	£148,906	£127,079
£8,000	£375,945	£275,420	£239,028	£208,906	£182,079
£9,000	£465,945	£345,420	£304,028	£268,906	£237,079
£10,000	£555,945	£415,420	£369,028	£328,906	£292,079
£11,000	£645,945	£485,420	£434,028	£388,906	£347,079
£12,000	£735,945	£555,420	£499,028	£448,906	£402,079
£13,000	£825,945	£625,420	£564,028	£508,906	£457,079
<b>2 - Medium EUV</b>	<b>£13,000,000 per ha (previously developed - offices)</b>				
Sales Value psm					
£4,000	£74,445	£40,920	£21,278	£7,906	-£2,171
£5,000	£164,445	£110,920	£86,278	£67,906	£52,829
£6,000	£254,445	£180,920	£151,278	£127,906	£107,829
£7,000	£344,445	£250,920	£216,278	£187,906	£162,829
£8,000	£434,445	£320,920	£281,278	£247,906	£217,829
£9,000	£524,445	£390,920	£346,278	£307,906	£272,829
£10,000	£614,445	£460,920	£411,278	£367,906	£327,829
£11,000	£704,445	£530,920	£476,278	£427,906	£382,829
£12,000	£794,445	£600,920	£541,278	£487,906	£437,829
£13,000	£884,445	£670,920	£606,278	£547,906	£492,829
<b>3 - Low Resi EUV</b>	<b>£10,400,000 per ha (previously developed - low end residential)</b>				
Sales Value psm					
£4,000	£97,845	£59,120	£38,178	£23,506	£12,129
£5,000	£187,845	£129,120	£103,178	£83,506	£67,129
£6,000	£277,845	£199,120	£168,178	£143,506	£122,129
£7,000	£367,845	£269,120	£233,178	£203,506	£177,129
£8,000	£457,845	£339,120	£298,178	£263,506	£232,129
£9,000	£547,845	£409,120	£363,178	£323,506	£287,129
£10,000	£637,845	£479,120	£428,178	£383,506	£342,129
£11,000	£727,845	£549,120	£493,178	£443,506	£397,129
£12,000	£817,845	£619,120	£558,178	£503,506	£452,129
£13,000	£907,845	£689,120	£623,178	£563,506	£507,129
<b>4 - Lower EUV</b>	<b>£3,900,000 per ha (previously developed - community uses)</b>				
Sales Value psm					
£4,000	£156,345	£104,620	£80,428	£62,506	£47,879
£5,000	£246,345	£174,620	£145,428	£122,506	£102,879
£6,000	£336,345	£244,620	£210,428	£182,506	£157,879
£7,000	£426,345	£314,620	£275,428	£242,506	£212,879
£8,000	£516,345	£384,620	£340,428	£302,506	£267,879
£9,000	£606,345	£454,620	£405,428	£362,506	£322,879
£10,000	£696,345	£524,620	£470,428	£422,506	£377,879
£11,000	£786,345	£594,620	£535,428	£482,506	£432,879
£12,000	£876,345	£664,620	£600,428	£542,506	£487,879
£13,000	£966,345	£734,620	£665,428	£602,506	£542,879

MODEL 17 - 17.0% developer profit, £10,000 planning obligation, 1 unit

RLVs less existing use value

35 /ha      70 /ha      130 /ha      200 /ha      260 /ha

1 - High EUV

	£19,500,000 per ha (previously developed - high end residential)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😞	😞
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

2 - Medium EUV

	£13,000,000 per ha (previously developed - offices)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

3 - Low EUV

	£10,400,000 per ha (previously developed - low end residential)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

4 - Lower EUV

	£3,900,000 per ha (previously developed - community uses)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

## MODEL 18 - 17.0% developer profit, £10,000 planning obligation, 3 units

### Cost and profit calculations - 3 units

Density	Units/ha	35	70	130	200	260
Build costs - £ psm		£1,400	£1,550	£1,750	£1,894	£2,013

PO	£10,000 per unit
CSH	£8,064 per unit
Grant	No
DP	17.0%
Units	3

Unit size/m	90	70	65	60	55
Build cost per ha	£4,410,000	£7,595,000	£14,787,500	£22,728,000	£28,785,900
Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715
Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779
Build cost PU plus PO	£144,064	£126,564	£131,814	£131,704	£128,779
Build cost PU plus DP	£168,555	£148,080	£154,222	£154,094	£150,671
Total cost per unit	£168,555	£148,080	£154,222	£154,094	£150,671
Total build cost pm	£1,873	£2,115	£2,373	£2,568	£2,739

cost per ha / units per ha  
plus CSH per unit  
plus s106 per unit  
times DP

inc. PO, CSH, DP

Sales value per site with 3 units	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
Sales Value psm					
£4,000	£1,080,000	£840,000	£780,000	£720,000	£660,000
£5,000	£1,350,000	£1,050,000	£975,000	£900,000	£825,000
£6,000	£1,620,000	£1,260,000	£1,170,000	£1,080,000	£990,000
£7,000	£1,890,000	£1,470,000	£1,365,000	£1,260,000	£1,155,000
£8,000	£2,160,000	£1,680,000	£1,560,000	£1,440,000	£1,320,000
£9,000	£2,430,000	£1,890,000	£1,755,000	£1,620,000	£1,485,000
£10,000	£2,700,000	£2,100,000	£1,950,000	£1,800,000	£1,650,000
£11,000	£2,970,000	£2,310,000	£2,145,000	£1,980,000	£1,815,000
£12,000	£3,240,000	£2,520,000	£2,340,000	£2,160,000	£1,980,000
£13,000	£3,510,000	£2,730,000	£2,535,000	£2,340,000	£2,145,000

### Build cost plus profit per site with 3 units

Sales Value psm					
£4,000	£505,665	£444,240	£462,667	£462,281	£452,014
£5,000	£505,665	£444,240	£462,667	£462,281	£452,014
£6,000	£505,665	£444,240	£462,667	£462,281	£452,014
£7,000	£505,665	£444,240	£462,667	£462,281	£452,014
£8,000	£505,665	£444,240	£462,667	£462,281	£452,014
£9,000	£505,665	£444,240	£462,667	£462,281	£452,014
£10,000	£505,665	£444,240	£462,667	£462,281	£452,014
£11,000	£505,665	£444,240	£462,667	£462,281	£452,014
£12,000	£505,665	£444,240	£462,667	£462,281	£452,014
£13,000	£505,665	£444,240	£462,667	£462,281	£452,014

### Land value per plot with 3 units - before considering EUV

Sales Value psm					
£4,000	£574,335	£395,760	£317,333	£257,719	£207,986
£5,000	£844,335	£605,760	£512,333	£437,719	£372,986
£6,000	£1,114,335	£815,760	£707,333	£617,719	£537,986
£7,000	£1,384,335	£1,025,760	£902,333	£797,719	£702,986
£8,000	£1,654,335	£1,235,760	£1,097,333	£977,719	£867,986
£9,000	£1,924,335	£1,445,760	£1,292,333	£1,157,719	£1,032,986
£10,000	£2,194,335	£1,655,760	£1,487,333	£1,337,719	£1,197,986
£11,000	£2,464,335	£1,865,760	£1,682,333	£1,517,719	£1,362,986
£12,000	£2,734,335	£2,075,760	£1,877,333	£1,697,719	£1,527,986
£13,000	£3,004,335	£2,285,760	£2,072,333	£1,877,719	£1,692,986

## MODEL 18 - 17.0% developer profit, £10,000 planning obligation, 3 units

RLVs less existing use value	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
<b>1 - High Resi EUV</b>	<b>£19,500,000 per ha (previously developed - high end residential)</b>				
Sales Value psm					
£4,000	£47,835	-£13,740	-£62,917	-£93,281	-£113,764
£5,000	£317,835	£196,260	£132,083	£86,719	£51,236
£6,000	£587,835	£406,260	£327,083	£266,719	£216,236
£7,000	£857,835	£616,260	£522,083	£446,719	£381,236
£8,000	£1,127,835	£826,260	£717,083	£626,719	£546,236
£9,000	£1,397,835	£1,036,260	£912,083	£806,719	£711,236
£10,000	£1,667,835	£1,246,260	£1,107,083	£986,719	£876,236
£11,000	£1,937,835	£1,456,260	£1,302,083	£1,166,719	£1,041,236
£12,000	£2,207,835	£1,666,260	£1,497,083	£1,346,719	£1,206,236
£13,000	£2,477,835	£1,876,260	£1,692,083	£1,526,719	£1,371,236
<b>2 - Medium EUV</b>	<b>£13,000,000 per ha (previously developed - offices)</b>				
Sales Value psm					
£4,000	£223,335	£122,760	£63,833	£23,719	-£6,514
£5,000	£493,335	£332,760	£258,833	£203,719	£158,486
£6,000	£763,335	£542,760	£453,833	£383,719	£323,486
£7,000	£1,033,335	£752,760	£648,833	£563,719	£488,486
£8,000	£1,303,335	£962,760	£843,833	£743,719	£653,486
£9,000	£1,573,335	£1,172,760	£1,038,833	£923,719	£818,486
£10,000	£1,843,335	£1,382,760	£1,233,833	£1,103,719	£983,486
£11,000	£2,113,335	£1,592,760	£1,428,833	£1,283,719	£1,148,486
£12,000	£2,383,335	£1,802,760	£1,623,833	£1,463,719	£1,313,486
£13,000	£2,653,335	£2,012,760	£1,818,833	£1,643,719	£1,478,486
<b>3 - Low Resi EUV</b>	<b>£10,400,000 per ha (previously developed - low end residential)</b>				
Sales Value psm					
£4,000	£293,535	£177,360	£114,533	£70,519	£36,386
£5,000	£563,535	£387,360	£309,533	£250,519	£201,386
£6,000	£833,535	£597,360	£504,533	£430,519	£366,386
£7,000	£1,103,535	£807,360	£699,533	£610,519	£531,386
£8,000	£1,373,535	£1,017,360	£894,533	£790,519	£696,386
£9,000	£1,643,535	£1,227,360	£1,089,533	£970,519	£861,386
£10,000	£1,913,535	£1,437,360	£1,284,533	£1,150,519	£1,026,386
£11,000	£2,183,535	£1,647,360	£1,479,533	£1,330,519	£1,191,386
£12,000	£2,453,535	£1,857,360	£1,674,533	£1,510,519	£1,356,386
£13,000	£2,723,535	£2,067,360	£1,869,533	£1,690,519	£1,521,386
<b>4 - Lower EUV</b>	<b>£3,900,000 per ha (previously developed - community uses)</b>				
Sales Value psm					
£4,000	£469,035	£313,860	£241,283	£187,519	£143,636
£5,000	£739,035	£523,860	£436,283	£367,519	£308,636
£6,000	£1,009,035	£733,860	£631,283	£547,519	£473,636
£7,000	£1,279,035	£943,860	£826,283	£727,519	£638,636
£8,000	£1,549,035	£1,153,860	£1,021,283	£907,519	£803,636
£9,000	£1,819,035	£1,363,860	£1,216,283	£1,087,519	£968,636
£10,000	£2,089,035	£1,573,860	£1,411,283	£1,267,519	£1,133,636
£11,000	£2,359,035	£1,783,860	£1,606,283	£1,447,519	£1,298,636
£12,000	£2,629,035	£1,993,860	£1,801,283	£1,627,519	£1,463,636
£13,000	£2,899,035	£2,203,860	£1,996,283	£1,807,519	£1,628,636

MODEL 18 - 17.0% developer profit, £10,000 planning obligation, 3 units

RLVs less existing use value

35 /ha      70 /ha      130 /ha      200 /ha      260 /ha

1 - High EUV

	£19,500,000 per ha (previously developed - high end residential)				
£4,000	😊	😊	😊	😞	😞
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

2 - Medium EUV

	£13,000,000 per ha (previously developed - offices)				
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

3 - Low EUV

	£10,400,000 per ha (previously developed - low end residential)				
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

4 - Lower EUV

	£3,900,000 per ha (previously developed - community uses)				
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

## MODEL 19 - 17.0% developer profit, £10,000 planning obligation, 6 units

### Cost and profit calculations - 6 units

Density	Units/ha	35	70	130	200	260
Build costs - £ psm		£1,400	£1,550	£1,750	£1,894	£2,013

PO	£10,000 per unit
CSH	£8,064 per unit
Grant	No
DP	17.0%
Units	6

workings	Unit size/m	90	70	65	60	55
Build cost per ha		£4,410,000	£7,595,000	£14,787,500	£22,728,000	£28,785,900
Build cost PU		£126,000	£108,500	£113,750	£113,640	£110,715
Build cost PU plus CSH		£134,064	£116,564	£121,814	£121,704	£118,779
Build cost PU plus PO		£144,064	£126,564	£131,814	£131,704	£128,779
Build cost PU plus DP		£168,555	£148,080	£154,222	£154,094	£150,671
Total cost per unit		£168,555	£148,080	£154,222	£154,094	£150,671
Total build cost pm		£1,873	£2,115	£2,373	£2,568	£2,739

cost per ha / units per ha  
plus CSH per unit  
plus s106 per unit  
times DP

inc. PO, CSH, DP

Sales value per site with 6 units	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
Sales Value psm					
£4,000	£2,160,000	£1,680,000	£1,560,000	£1,440,000	£1,320,000
£5,000	£2,700,000	£2,100,000	£1,950,000	£1,800,000	£1,650,000
£6,000	£3,240,000	£2,520,000	£2,340,000	£2,160,000	£1,980,000
£7,000	£3,780,000	£2,940,000	£2,730,000	£2,520,000	£2,310,000
£8,000	£4,320,000	£3,360,000	£3,120,000	£2,880,000	£2,640,000
£9,000	£4,860,000	£3,780,000	£3,510,000	£3,240,000	£2,970,000
£10,000	£5,400,000	£4,200,000	£3,900,000	£3,600,000	£3,300,000
£11,000	£5,940,000	£4,620,000	£4,290,000	£3,960,000	£3,630,000
£12,000	£6,480,000	£5,040,000	£4,680,000	£4,320,000	£3,960,000
£13,000	£7,020,000	£5,460,000	£5,070,000	£4,680,000	£4,290,000

### Build cost plus profit per site with 6 units

Sales Value psm	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	£1,011,329	£888,479	£925,334	£924,562	£904,029
£5,000	£1,011,329	£888,479	£925,334	£924,562	£904,029
£6,000	£1,011,329	£888,479	£925,334	£924,562	£904,029
£7,000	£1,011,329	£888,479	£925,334	£924,562	£904,029
£8,000	£1,011,329	£888,479	£925,334	£924,562	£904,029
£9,000	£1,011,329	£888,479	£925,334	£924,562	£904,029
£10,000	£1,011,329	£888,479	£925,334	£924,562	£904,029
£11,000	£1,011,329	£888,479	£925,334	£924,562	£904,029
£12,000	£1,011,329	£888,479	£925,334	£924,562	£904,029
£13,000	£1,011,329	£888,479	£925,334	£924,562	£904,029

### Land value per plot with 6 units - before considering EUV

Sales Value psm	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	£1,148,671	£791,521	£634,666	£515,438	£415,971
£5,000	£1,688,671	£1,211,521	£1,024,666	£875,438	£745,971
£6,000	£2,228,671	£1,631,521	£1,414,666	£1,235,438	£1,075,971
£7,000	£2,768,671	£2,051,521	£1,804,666	£1,595,438	£1,405,971
£8,000	£3,308,671	£2,471,521	£2,194,666	£1,955,438	£1,735,971
£9,000	£3,848,671	£2,891,521	£2,584,666	£2,315,438	£2,065,971
£10,000	£4,388,671	£3,311,521	£2,974,666	£2,675,438	£2,395,971
£11,000	£4,928,671	£3,731,521	£3,364,666	£3,035,438	£2,725,971
£12,000	£5,468,671	£4,151,521	£3,754,666	£3,395,438	£3,055,971
£13,000	£6,008,671	£4,571,521	£4,144,666	£3,755,438	£3,385,971

MODEL 19 - 17.0% developer profit, £10,000 planning obligation, 6 units

RLVs less existing use value	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
<b>1 - High Resi EUV</b>	<b>£19,500,000 per ha (previously developed - high end residential)</b>				
Sales Value psm					
£4,000	£95,671	-£27,479	-£125,834	-£186,562	-£227,529
£5,000	£635,671	£392,521	£264,166	£173,438	£102,471
£6,000	£1,175,671	£812,521	£654,166	£533,438	£432,471
£7,000	£1,715,671	£1,232,521	£1,044,166	£893,438	£762,471
£8,000	£2,255,671	£1,652,521	£1,434,166	£1,253,438	£1,092,471
£9,000	£2,795,671	£2,072,521	£1,824,166	£1,613,438	£1,422,471
£10,000	£3,335,671	£2,492,521	£2,214,166	£1,973,438	£1,752,471
£11,000	£3,875,671	£2,912,521	£2,604,166	£2,333,438	£2,082,471
£12,000	£4,415,671	£3,332,521	£2,994,166	£2,693,438	£2,412,471
£13,000	£4,955,671	£3,752,521	£3,384,166	£3,053,438	£2,742,471
<b>2 - Medium EUV</b>	<b>£13,000,000 per ha (previously developed - offices)</b>				
Sales Value psm					
£4,000	£446,671	£245,521	£127,666	£47,438	-£13,029
£5,000	£986,671	£665,521	£517,666	£407,438	£316,971
£6,000	£1,526,671	£1,085,521	£907,666	£767,438	£646,971
£7,000	£2,066,671	£1,505,521	£1,297,666	£1,127,438	£976,971
£8,000	£2,606,671	£1,925,521	£1,687,666	£1,487,438	£1,306,971
£9,000	£3,146,671	£2,345,521	£2,077,666	£1,847,438	£1,636,971
£10,000	£3,686,671	£2,765,521	£2,467,666	£2,207,438	£1,966,971
£11,000	£4,226,671	£3,185,521	£2,857,666	£2,567,438	£2,296,971
£12,000	£4,766,671	£3,605,521	£3,247,666	£2,927,438	£2,626,971
£13,000	£5,306,671	£4,025,521	£3,637,666	£3,287,438	£2,956,971
<b>3 - Low Resi EUV</b>	<b>£10,400,000 per ha (previously developed - low end residential)</b>				
Sales Value psm					
£4,000	£587,071	£354,721	£229,066	£141,038	£72,771
£5,000	£1,127,071	£774,721	£619,066	£501,038	£402,771
£6,000	£1,667,071	£1,194,721	£1,009,066	£861,038	£732,771
£7,000	£2,207,071	£1,614,721	£1,399,066	£1,221,038	£1,062,771
£8,000	£2,747,071	£2,034,721	£1,789,066	£1,581,038	£1,392,771
£9,000	£3,287,071	£2,454,721	£2,179,066	£1,941,038	£1,722,771
£10,000	£3,827,071	£2,874,721	£2,569,066	£2,301,038	£2,052,771
£11,000	£4,367,071	£3,294,721	£2,959,066	£2,661,038	£2,382,771
£12,000	£4,907,071	£3,714,721	£3,349,066	£3,021,038	£2,712,771
£13,000	£5,447,071	£4,134,721	£3,739,066	£3,381,038	£3,042,771
<b>4 - Lower EUV</b>	<b>£3,900,000 per ha (previously developed - community uses)</b>				
Sales Value psm					
£4,000	£938,071	£627,721	£482,566	£375,038	£287,271
£5,000	£1,478,071	£1,047,721	£872,566	£735,038	£617,271
£6,000	£2,018,071	£1,467,721	£1,262,566	£1,095,038	£947,271
£7,000	£2,558,071	£1,887,721	£1,652,566	£1,455,038	£1,277,271
£8,000	£3,098,071	£2,307,721	£2,042,566	£1,815,038	£1,607,271
£9,000	£3,638,071	£2,727,721	£2,432,566	£2,175,038	£1,937,271
£10,000	£4,178,071	£3,147,721	£2,822,566	£2,535,038	£2,267,271
£11,000	£4,718,071	£3,567,721	£3,212,566	£2,895,038	£2,597,271
£12,000	£5,258,071	£3,987,721	£3,602,566	£3,255,038	£2,927,271
£13,000	£5,798,071	£4,407,721	£3,992,566	£3,615,038	£3,257,271

MODEL 19 - 17.0% developer profit, £10,000 planning obligation, 6 units

RLVs less existing use value

35 /ha      70 /ha      130 /ha      200 /ha      260 /ha

1 - High EUV

	£19,500,000 per ha (previously developed - high end residential)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😞	😞
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

2 - Medium EUV

	£13,000,000 per ha (previously developed - offices)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

3 - Low EUV

	£10,400,000 per ha (previously developed - low end residential)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

4 - Lower EUV

	£3,900,000 per ha (previously developed - community uses)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊



## MODEL 20 - 17.0% developer profit, £10,000 planning obligation, 9 units

### Cost and profit calculations - 9 units

Density	Units/ha	35	70	130	200	260
Build costs - £ psm		£1,400	£1,550	£1,750	£1,894	£2,013

PO	£10,000 per unit
CSH	£8,064 per unit
Grant	No
DP	17.0%
Units	9

workings	Unit size/m	90	70	65	60	55
Build cost per ha		£4,410,000	£7,595,000	£14,787,500	£22,728,000	£28,785,900
Build cost PU		£126,000	£108,500	£113,750	£113,640	£110,715
Build cost PU plus CSH		£134,064	£116,564	£121,814	£121,704	£118,779
Build cost PU plus PO		£144,064	£126,564	£131,814	£131,704	£128,779
Build cost PU plus DP		£168,555	£148,080	£154,222	£154,094	£150,671
Total cost per unit		£168,555	£148,080	£154,222	£154,094	£150,671
Total build cost pm		£1,873	£2,115	£2,373	£2,568	£2,739

cost per ha / units per ha  
plus CSH per unit  
plus s106 per unit  
times DP

inc. PO, CSH, DP

Sales value per site with 9 units	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
Sales Value psm					
£4,000	£3,240,000	£2,520,000	£2,340,000	£2,160,000	£1,980,000
£5,000	£4,050,000	£3,150,000	£2,925,000	£2,700,000	£2,475,000
£6,000	£4,860,000	£3,780,000	£3,510,000	£3,240,000	£2,970,000
£7,000	£5,670,000	£4,410,000	£4,095,000	£3,780,000	£3,465,000
£8,000	£6,480,000	£5,040,000	£4,680,000	£4,320,000	£3,960,000
£9,000	£7,290,000	£5,670,000	£5,265,000	£4,860,000	£4,455,000
£10,000	£8,100,000	£6,300,000	£5,850,000	£5,400,000	£4,950,000
£11,000	£8,910,000	£6,930,000	£6,435,000	£5,940,000	£5,445,000
£12,000	£9,720,000	£7,560,000	£7,020,000	£6,480,000	£5,940,000
£13,000	£10,530,000	£8,190,000	£7,605,000	£7,020,000	£6,435,000

### Build cost plus profit per site with 9 units

Sales Value psm	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	£1,516,994	£1,332,719	£1,388,001	£1,386,843	£1,356,043
£5,000	£1,516,994	£1,332,719	£1,388,001	£1,386,843	£1,356,043
£6,000	£1,516,994	£1,332,719	£1,388,001	£1,386,843	£1,356,043
£7,000	£1,516,994	£1,332,719	£1,388,001	£1,386,843	£1,356,043
£8,000	£1,516,994	£1,332,719	£1,388,001	£1,386,843	£1,356,043
£9,000	£1,516,994	£1,332,719	£1,388,001	£1,386,843	£1,356,043
£10,000	£1,516,994	£1,332,719	£1,388,001	£1,386,843	£1,356,043
£11,000	£1,516,994	£1,332,719	£1,388,001	£1,386,843	£1,356,043
£12,000	£1,516,994	£1,332,719	£1,388,001	£1,386,843	£1,356,043
£13,000	£1,516,994	£1,332,719	£1,388,001	£1,386,843	£1,356,043

### Land value per plot with 9 units - before considering EUV

Sales Value psm	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	£1,723,006	£1,187,281	£951,999	£773,157	£623,957
£5,000	£2,533,006	£1,817,281	£1,536,999	£1,313,157	£1,118,957
£6,000	£3,343,006	£2,447,281	£2,121,999	£1,853,157	£1,613,957
£7,000	£4,153,006	£3,077,281	£2,706,999	£2,393,157	£2,108,957
£8,000	£4,963,006	£3,707,281	£3,291,999	£2,933,157	£2,603,957
£9,000	£5,773,006	£4,337,281	£3,876,999	£3,473,157	£3,098,957
£10,000	£6,583,006	£4,967,281	£4,461,999	£4,013,157	£3,593,957
£11,000	£7,393,006	£5,597,281	£5,046,999	£4,553,157	£4,088,957
£12,000	£8,203,006	£6,227,281	£5,631,999	£5,093,157	£4,583,957
£13,000	£9,013,006	£6,857,281	£6,216,999	£5,633,157	£5,078,957

MODEL 20 - 17.0% developer profit, £10,000 planning obligation, 9 units

RLVs less existing use value	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
<b>1 - High Resi EUV</b>	<b>£19,500,000 per ha (previously developed - high end residential)</b>				
Sales Value psm					
£4,000	£143,506	-£41,219	-£188,751	-£279,843	-£341,293
£5,000	£953,506	£588,781	£396,249	£260,157	£153,707
£6,000	£1,763,506	£1,218,781	£981,249	£800,157	£648,707
£7,000	£2,573,506	£1,848,781	£1,566,249	£1,340,157	£1,143,707
£8,000	£3,383,506	£2,478,781	£2,151,249	£1,880,157	£1,638,707
£9,000	£4,193,506	£3,108,781	£2,736,249	£2,420,157	£2,133,707
£10,000	£5,003,506	£3,738,781	£3,321,249	£2,960,157	£2,628,707
£11,000	£5,813,506	£4,368,781	£3,906,249	£3,500,157	£3,123,707
£12,000	£6,623,506	£4,998,781	£4,491,249	£4,040,157	£3,618,707
£13,000	£7,433,506	£5,628,781	£5,076,249	£4,580,157	£4,113,707
<b>2 - Medium EUV</b>	<b>£13,000,000 per ha (previously developed - offices)</b>				
Sales Value psm					
£4,000	£670,006	£368,281	£191,499	£71,157	-£19,543
£5,000	£1,480,006	£998,281	£776,499	£611,157	£475,457
£6,000	£2,290,006	£1,628,281	£1,361,499	£1,151,157	£970,457
£7,000	£3,100,006	£2,258,281	£1,946,499	£1,691,157	£1,465,457
£8,000	£3,910,006	£2,888,281	£2,531,499	£2,231,157	£1,960,457
£9,000	£4,720,006	£3,518,281	£3,116,499	£2,771,157	£2,455,457
£10,000	£5,530,006	£4,148,281	£3,701,499	£3,311,157	£2,950,457
£11,000	£6,340,006	£4,778,281	£4,286,499	£3,851,157	£3,445,457
£12,000	£7,150,006	£5,408,281	£4,871,499	£4,391,157	£3,940,457
£13,000	£7,960,006	£6,038,281	£5,456,499	£4,931,157	£4,435,457
<b>3 - Low Resi EUV</b>	<b>£10,400,000 per ha (previously developed - low end residential)</b>				
Sales Value psm					
£4,000	£880,606	£532,081	£343,599	£211,557	£109,157
£5,000	£1,690,606	£1,162,081	£928,599	£751,557	£604,157
£6,000	£2,500,606	£1,792,081	£1,513,599	£1,291,557	£1,099,157
£7,000	£3,310,606	£2,422,081	£2,098,599	£1,831,557	£1,594,157
£8,000	£4,120,606	£3,052,081	£2,683,599	£2,371,557	£2,089,157
£9,000	£4,930,606	£3,682,081	£3,268,599	£2,911,557	£2,584,157
£10,000	£5,740,606	£4,312,081	£3,853,599	£3,451,557	£3,079,157
£11,000	£6,550,606	£4,942,081	£4,438,599	£3,991,557	£3,574,157
£12,000	£7,360,606	£5,572,081	£5,023,599	£4,531,557	£4,069,157
£13,000	£8,170,606	£6,202,081	£5,608,599	£5,071,557	£4,564,157
<b>4 - Lower EUV</b>	<b>£3,900,000 per ha (previously developed - community uses)</b>				
Sales Value psm					
£4,000	£1,407,106	£941,581	£723,849	£562,557	£430,907
£5,000	£2,217,106	£1,571,581	£1,308,849	£1,102,557	£925,907
£6,000	£3,027,106	£2,201,581	£1,893,849	£1,642,557	£1,420,907
£7,000	£3,837,106	£2,831,581	£2,478,849	£2,182,557	£1,915,907
£8,000	£4,647,106	£3,461,581	£3,063,849	£2,722,557	£2,410,907
£9,000	£5,457,106	£4,091,581	£3,648,849	£3,262,557	£2,905,907
£10,000	£6,267,106	£4,721,581	£4,233,849	£3,802,557	£3,400,907
£11,000	£7,077,106	£5,351,581	£4,818,849	£4,342,557	£3,895,907
£12,000	£7,887,106	£5,981,581	£5,403,849	£4,882,557	£4,390,907
£13,000	£8,697,106	£6,611,581	£5,988,849	£5,422,557	£4,885,907

MODEL 20 - 17.0% developer profit, £10,000 planning obligation, 9 units

RLVs less existing use value

35 /ha      70 /ha      130 /ha      200 /ha      260 /ha

1 - High EUV

	£19,500,000 per ha (previously developed - high end residential)				
£4,000	😊	😊	😊	😞	😞
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

2 - Medium EUV

	£13,000,000 per ha (previously developed - offices)				
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

3 - Low EUV

	£10,400,000 per ha (previously developed - low end residential)				
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

4 - Lower EUV

	£3,900,000 per ha (previously developed - community uses)				
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

### MODEL 21 - 17.0% developer profit, £15,000 planning obligation, 1 unit

**Cost and profit calculations - 1 unit**

Density	Units/ha	35	70	130	200	260
	Build costs - £ psm	£1,400	£1,550	£1,750	£1,894	£2,013

PO	£15,000 per unit
CSH	£8,064 per unit
Grant	No
DP	17.0%
Units	1

	Unit size/m	90	70	65	60	55
workings	Build cost per ha	£4,410,000	£7,595,000	£14,787,500	£22,728,000	£28,785,900
	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715
	Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779
	Build cost PU plus PO	£149,064	£131,564	£136,814	£136,704	£133,779
	Build cost PU plus DP	£174,405	£153,930	£160,072	£159,944	£156,521
	Total cost per unit	£174,405	£153,930	£160,072	£159,944	£156,521
	Total build cost pm	£1,938	£2,199	£2,463	£2,666	£2,846

cost per ha / units per ha  
plus CSH per unit  
plus s106 per unit  
times DP

inc. PO, CSH, DP

<b>Sales value per site with 1 unit</b>		<b>35 /ha</b>	<b>70 /ha</b>	<b>130 /ha</b>	<b>200 /ha</b>	<b>260 /ha</b>
Sales Value psm						
£4,000		£360,000	£280,000	£260,000	£240,000	£220,000
£5,000		£450,000	£350,000	£325,000	£300,000	£275,000
£6,000		£540,000	£420,000	£390,000	£360,000	£330,000
£7,000		£630,000	£490,000	£455,000	£420,000	£385,000
£8,000		£720,000	£560,000	£520,000	£480,000	£440,000
£9,000		£810,000	£630,000	£585,000	£540,000	£495,000
£10,000		£900,000	£700,000	£650,000	£600,000	£550,000
£11,000		£990,000	£770,000	£715,000	£660,000	£605,000
£12,000		£1,080,000	£840,000	£780,000	£720,000	£660,000
£13,000		£1,170,000	£910,000	£845,000	£780,000	£715,000

**Build cost plus profit per site with 1 unit**

Sales Value psm						
£4,000		£174,405	£153,930	£160,072	£159,944	£156,521
£5,000		£174,405	£153,930	£160,072	£159,944	£156,521
£6,000		£174,405	£153,930	£160,072	£159,944	£156,521
£7,000		£174,405	£153,930	£160,072	£159,944	£156,521
£8,000		£174,405	£153,930	£160,072	£159,944	£156,521
£9,000		£174,405	£153,930	£160,072	£159,944	£156,521
£10,000		£174,405	£153,930	£160,072	£159,944	£156,521
£11,000		£174,405	£153,930	£160,072	£159,944	£156,521
£12,000		£174,405	£153,930	£160,072	£159,944	£156,521
£13,000		£174,405	£153,930	£160,072	£159,944	£156,521

**Land value per plot with 1 unit - before considering EUV**

Sales Value psm						
£4,000		£185,595	£126,070	£99,928	£80,056	£63,479
£5,000		£275,595	£196,070	£164,928	£140,056	£118,479
£6,000		£365,595	£266,070	£229,928	£200,056	£173,479
£7,000		£455,595	£336,070	£294,928	£260,056	£228,479
£8,000		£545,595	£406,070	£359,928	£320,056	£283,479
£9,000		£635,595	£476,070	£424,928	£380,056	£338,479
£10,000		£725,595	£546,070	£489,928	£440,056	£393,479
£11,000		£815,595	£616,070	£554,928	£500,056	£448,479
£12,000		£905,595	£686,070	£619,928	£560,056	£503,479
£13,000		£995,595	£756,070	£684,928	£620,056	£558,479

## MODEL 21 - 17.0% developer profit, £15,000 planning obligation, 1 unit

RLVs less existing use value	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
<b>1 - High Resi EUV</b>	<b>£19,500,000 per ha (previously developed - high end residential)</b>				
Sales Value psm					
£4,000	£10,095	-£10,430	-£26,822	-£36,944	-£43,771
£5,000	£100,095	£59,570	£38,178	£23,056	£11,229
£6,000	£190,095	£129,570	£103,178	£83,056	£66,229
£7,000	£280,095	£199,570	£168,178	£143,056	£121,229
£8,000	£370,095	£269,570	£233,178	£203,056	£176,229
£9,000	£460,095	£339,570	£298,178	£263,056	£231,229
£10,000	£550,095	£409,570	£363,178	£323,056	£286,229
£11,000	£640,095	£479,570	£428,178	£383,056	£341,229
£12,000	£730,095	£549,570	£493,178	£443,056	£396,229
£13,000	£820,095	£619,570	£558,178	£503,056	£451,229
<b>2 - Medium EUV</b>	<b>£13,000,000 per ha (previously developed - offices)</b>				
Sales Value psm					
£4,000	£68,595	£35,070	£15,428	£2,056	-£8,021
£5,000	£158,595	£105,070	£80,428	£62,056	£46,979
£6,000	£248,595	£175,070	£145,428	£122,056	£101,979
£7,000	£338,595	£245,070	£210,428	£182,056	£156,979
£8,000	£428,595	£315,070	£275,428	£242,056	£211,979
£9,000	£518,595	£385,070	£340,428	£302,056	£266,979
£10,000	£608,595	£455,070	£405,428	£362,056	£321,979
£11,000	£698,595	£525,070	£470,428	£422,056	£376,979
£12,000	£788,595	£595,070	£535,428	£482,056	£431,979
£13,000	£878,595	£665,070	£600,428	£542,056	£486,979
<b>3 - Low Resi EUV</b>	<b>£10,400,000 per ha (previously developed - low end residential)</b>				
Sales Value psm					
£4,000	£91,995	£53,270	£32,328	£17,656	£6,279
£5,000	£181,995	£123,270	£97,328	£77,656	£61,279
£6,000	£271,995	£193,270	£162,328	£137,656	£116,279
£7,000	£361,995	£263,270	£227,328	£197,656	£171,279
£8,000	£451,995	£333,270	£292,328	£257,656	£226,279
£9,000	£541,995	£403,270	£357,328	£317,656	£281,279
£10,000	£631,995	£473,270	£422,328	£377,656	£336,279
£11,000	£721,995	£543,270	£487,328	£437,656	£391,279
£12,000	£811,995	£613,270	£552,328	£497,656	£446,279
£13,000	£901,995	£683,270	£617,328	£557,656	£501,279
<b>4 - Lower EUV</b>	<b>£3,900,000 per ha (previously developed - community uses)</b>				
Sales Value psm					
£4,000	£150,495	£98,770	£74,578	£56,656	£42,029
£5,000	£240,495	£168,770	£139,578	£116,656	£97,029
£6,000	£330,495	£238,770	£204,578	£176,656	£152,029
£7,000	£420,495	£308,770	£269,578	£236,656	£207,029
£8,000	£510,495	£378,770	£334,578	£296,656	£262,029
£9,000	£600,495	£448,770	£399,578	£356,656	£317,029
£10,000	£690,495	£518,770	£464,578	£416,656	£372,029
£11,000	£780,495	£588,770	£529,578	£476,656	£427,029
£12,000	£870,495	£658,770	£594,578	£536,656	£482,029
£13,000	£960,495	£728,770	£659,578	£596,656	£537,029

MODEL 21 - 17.0% developer profit, £15,000 planning obligation, 1 unit

RLVs less existing use value

35 /ha      70 /ha      130 /ha      200 /ha      260 /ha

1 - High EUV

	£19,500,000 per ha (previously developed - high end residential)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😞	😞	😞
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

2 - Medium EUV

	£13,000,000 per ha (previously developed - offices)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😞
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

3 - Low EUV

	£10,400,000 per ha (previously developed - low end residential)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

4 - Lower EUV

	£3,900,000 per ha (previously developed - community uses)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

## MODEL 22 - 17.0% developer profit, £15,000 planning obligation, 3 units

### Cost and profit calculations - 3 units

Density	Units/ha	35	70	130	200	260
	Build costs - £ psm	£1,400	£1,550	£1,750	£1,894	£2,013

PO	£15,000 per unit
CSH	£8,064 per unit
Grant	No
DP	17.0%
Units	3

	Unit size/m	90	70	65	60	55
workings	Build cost per ha	£4,410,000	£7,595,000	£14,787,500	£22,728,000	£28,785,900
	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715
	Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779
	Build cost PU plus PO	£149,064	£131,564	£136,814	£136,704	£133,779
	Build cost PU plus DP	£174,405	£153,930	£160,072	£159,944	£156,521
	Total cost per unit	£174,405	£153,930	£160,072	£159,944	£156,521
	Total build cost pm	£1,938	£2,199	£2,463	£2,666	£2,846

cost per ha / units per ha  
plus CSH per unit  
plus s106 per unit  
times DP

inc. PO, CSH, DP

Sales value per site with 3 units	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
Sales Value psm					
£4,000	£1,080,000	£840,000	£780,000	£720,000	£660,000
£5,000	£1,350,000	£1,050,000	£975,000	£900,000	£825,000
£6,000	£1,620,000	£1,260,000	£1,170,000	£1,080,000	£990,000
£7,000	£1,890,000	£1,470,000	£1,365,000	£1,260,000	£1,155,000
£8,000	£2,160,000	£1,680,000	£1,560,000	£1,440,000	£1,320,000
£9,000	£2,430,000	£1,890,000	£1,755,000	£1,620,000	£1,485,000
£10,000	£2,700,000	£2,100,000	£1,950,000	£1,800,000	£1,650,000
£11,000	£2,970,000	£2,310,000	£2,145,000	£1,980,000	£1,815,000
£12,000	£3,240,000	£2,520,000	£2,340,000	£2,160,000	£1,980,000
£13,000	£3,510,000	£2,730,000	£2,535,000	£2,340,000	£2,145,000

### Build cost plus profit per site with 3 units

Sales Value psm					
£4,000	£523,215	£461,790	£480,217	£479,831	£469,564
£5,000	£523,215	£461,790	£480,217	£479,831	£469,564
£6,000	£523,215	£461,790	£480,217	£479,831	£469,564
£7,000	£523,215	£461,790	£480,217	£479,831	£469,564
£8,000	£523,215	£461,790	£480,217	£479,831	£469,564
£9,000	£523,215	£461,790	£480,217	£479,831	£469,564
£10,000	£523,215	£461,790	£480,217	£479,831	£469,564
£11,000	£523,215	£461,790	£480,217	£479,831	£469,564
£12,000	£523,215	£461,790	£480,217	£479,831	£469,564
£13,000	£523,215	£461,790	£480,217	£479,831	£469,564

### Land value per plot with 3 units - before considering EUV

Sales Value psm					
£4,000	£556,785	£378,210	£299,783	£240,169	£190,436
£5,000	£826,785	£588,210	£494,783	£420,169	£355,436
£6,000	£1,096,785	£798,210	£689,783	£600,169	£520,436
£7,000	£1,366,785	£1,008,210	£884,783	£780,169	£685,436
£8,000	£1,636,785	£1,218,210	£1,079,783	£960,169	£850,436
£9,000	£1,906,785	£1,428,210	£1,274,783	£1,140,169	£1,015,436
£10,000	£2,176,785	£1,638,210	£1,469,783	£1,320,169	£1,180,436
£11,000	£2,446,785	£1,848,210	£1,664,783	£1,500,169	£1,345,436
£12,000	£2,716,785	£2,058,210	£1,859,783	£1,680,169	£1,510,436
£13,000	£2,986,785	£2,268,210	£2,054,783	£1,860,169	£1,675,436

MODEL 22 - 17.0% developer profit, £15,000 planning obligation, 3 units

RLVs less existing use value	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
<b>1 - High Resi EUV</b>	<b>£19,500,000 per ha (previously developed - high end residential)</b>				
Sales Value psm					
£4,000	£30,285	-£31,290	-£80,467	-£110,831	-£131,314
£5,000	£300,285	£178,710	£114,533	£69,169	£33,686
£6,000	£570,285	£388,710	£309,533	£249,169	£198,686
£7,000	£840,285	£598,710	£504,533	£429,169	£363,686
£8,000	£1,110,285	£808,710	£699,533	£609,169	£528,686
£9,000	£1,380,285	£1,018,710	£894,533	£789,169	£693,686
£10,000	£1,650,285	£1,228,710	£1,089,533	£969,169	£858,686
£11,000	£1,920,285	£1,438,710	£1,284,533	£1,149,169	£1,023,686
£12,000	£2,190,285	£1,648,710	£1,479,533	£1,329,169	£1,188,686
£13,000	£2,460,285	£1,858,710	£1,674,533	£1,509,169	£1,353,686
<b>2 - Medium EUV</b>	<b>£13,000,000 per ha (previously developed - offices)</b>				
Sales Value psm					
£4,000	£205,785	£105,210	£46,283	£6,169	-£24,064
£5,000	£475,785	£315,210	£241,283	£186,169	£140,936
£6,000	£745,785	£525,210	£436,283	£366,169	£305,936
£7,000	£1,015,785	£735,210	£631,283	£546,169	£470,936
£8,000	£1,285,785	£945,210	£826,283	£726,169	£635,936
£9,000	£1,555,785	£1,155,210	£1,021,283	£906,169	£800,936
£10,000	£1,825,785	£1,365,210	£1,216,283	£1,086,169	£965,936
£11,000	£2,095,785	£1,575,210	£1,411,283	£1,266,169	£1,130,936
£12,000	£2,365,785	£1,785,210	£1,606,283	£1,446,169	£1,295,936
£13,000	£2,635,785	£1,995,210	£1,801,283	£1,626,169	£1,460,936
<b>3 - Low Resi EUV</b>	<b>£10,400,000 per ha (previously developed - low end residential)</b>				
Sales Value psm					
£4,000	£275,985	£159,810	£96,983	£52,969	£18,836
£5,000	£545,985	£369,810	£291,983	£232,969	£183,836
£6,000	£815,985	£579,810	£486,983	£412,969	£348,836
£7,000	£1,085,985	£789,810	£681,983	£592,969	£513,836
£8,000	£1,355,985	£999,810	£876,983	£772,969	£678,836
£9,000	£1,625,985	£1,209,810	£1,071,983	£952,969	£843,836
£10,000	£1,895,985	£1,419,810	£1,266,983	£1,132,969	£1,008,836
£11,000	£2,165,985	£1,629,810	£1,461,983	£1,312,969	£1,173,836
£12,000	£2,435,985	£1,839,810	£1,656,983	£1,492,969	£1,338,836
£13,000	£2,705,985	£2,049,810	£1,851,983	£1,672,969	£1,503,836
<b>4 - Lower EUV</b>	<b>£3,900,000 per ha (previously developed - community uses)</b>				
Sales Value psm					
£4,000	£451,485	£296,310	£223,733	£169,969	£126,086
£5,000	£721,485	£506,310	£418,733	£349,969	£291,086
£6,000	£991,485	£716,310	£613,733	£529,969	£456,086
£7,000	£1,261,485	£926,310	£808,733	£709,969	£621,086
£8,000	£1,531,485	£1,136,310	£1,003,733	£889,969	£786,086
£9,000	£1,801,485	£1,346,310	£1,198,733	£1,069,969	£951,086
£10,000	£2,071,485	£1,556,310	£1,393,733	£1,249,969	£1,116,086
£11,000	£2,341,485	£1,766,310	£1,588,733	£1,429,969	£1,281,086
£12,000	£2,611,485	£1,976,310	£1,783,733	£1,609,969	£1,446,086
£13,000	£2,881,485	£2,186,310	£1,978,733	£1,789,969	£1,611,086



MODEL 22 - 17.0% developer profit, £15,000 planning obligation, 3 units

RLVs less existing use value

35 /ha      70 /ha      130 /ha      200 /ha      260 /ha

1 - High EUV

	£19,500,000 per ha (previously developed - high end residential)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😞	😞	😞
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

2 - Medium EUV

	£13,000,000 per ha (previously developed - offices)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😞
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

3 - Low EUV

	£10,400,000 per ha (previously developed - low end residential)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

4 - Lower EUV

	£3,900,000 per ha (previously developed - community uses)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

## MODEL 23 - 17.0% developer profit, £15,000 planning obligation, 6 units

### Cost and profit calculations - 6 units

Density	Units/ha	35	70	130	200	260
Build costs - £ psm		£1,400	£1,550	£1,750	£1,894	£2,013

PO	£15,000 per unit
CSH	£8,064 per unit
Grant	No
DP	17.0%
Units	6

workings	Unit size/m	90	70	65	60	55
Build cost per ha		£4,410,000	£7,595,000	£14,787,500	£22,728,000	£28,785,900
Build cost PU		£126,000	£108,500	£113,750	£113,640	£110,715
Build cost PU plus CSH		£134,064	£116,564	£121,814	£121,704	£118,779
Build cost PU plus PO		£149,064	£131,564	£136,814	£136,704	£133,779
Build cost PU plus DP		£174,405	£153,930	£160,072	£159,944	£156,521
Total cost per unit		£174,405	£153,930	£160,072	£159,944	£156,521
Total build cost pm		£1,938	£2,199	£2,463	£2,666	£2,846

cost per ha / units per ha  
plus CSH per unit  
plus s106 per unit  
times DP

inc. PO, CSH, DP

Sales value per site with 6 units	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
Sales Value psm					
£4,000	£2,160,000	£1,680,000	£1,560,000	£1,440,000	£1,320,000
£5,000	£2,700,000	£2,100,000	£1,950,000	£1,800,000	£1,650,000
£6,000	£3,240,000	£2,520,000	£2,340,000	£2,160,000	£1,980,000
£7,000	£3,780,000	£2,940,000	£2,730,000	£2,520,000	£2,310,000
£8,000	£4,320,000	£3,360,000	£3,120,000	£2,880,000	£2,640,000
£9,000	£4,860,000	£3,780,000	£3,510,000	£3,240,000	£2,970,000
£10,000	£5,400,000	£4,200,000	£3,900,000	£3,600,000	£3,300,000
£11,000	£5,940,000	£4,620,000	£4,290,000	£3,960,000	£3,630,000
£12,000	£6,480,000	£5,040,000	£4,680,000	£4,320,000	£3,960,000
£13,000	£7,020,000	£5,460,000	£5,070,000	£4,680,000	£4,290,000

### Build cost plus profit per site with 6 units

Sales Value psm	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	£1,046,429	£923,579	£960,434	£959,662	£939,129
£5,000	£1,046,429	£923,579	£960,434	£959,662	£939,129
£6,000	£1,046,429	£923,579	£960,434	£959,662	£939,129
£7,000	£1,046,429	£923,579	£960,434	£959,662	£939,129
£8,000	£1,046,429	£923,579	£960,434	£959,662	£939,129
£9,000	£1,046,429	£923,579	£960,434	£959,662	£939,129
£10,000	£1,046,429	£923,579	£960,434	£959,662	£939,129
£11,000	£1,046,429	£923,579	£960,434	£959,662	£939,129
£12,000	£1,046,429	£923,579	£960,434	£959,662	£939,129
£13,000	£1,046,429	£923,579	£960,434	£959,662	£939,129

### Land value per plot with 6 units - before considering EUV

Sales Value psm	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	£1,113,571	£756,421	£599,566	£480,338	£380,871
£5,000	£1,653,571	£1,176,421	£989,566	£840,338	£710,871
£6,000	£2,193,571	£1,596,421	£1,379,566	£1,200,338	£1,040,871
£7,000	£2,733,571	£2,016,421	£1,769,566	£1,560,338	£1,370,871
£8,000	£3,273,571	£2,436,421	£2,159,566	£1,920,338	£1,700,871
£9,000	£3,813,571	£2,856,421	£2,549,566	£2,280,338	£2,030,871
£10,000	£4,353,571	£3,276,421	£2,939,566	£2,640,338	£2,360,871
£11,000	£4,893,571	£3,696,421	£3,329,566	£3,000,338	£2,690,871
£12,000	£5,433,571	£4,116,421	£3,719,566	£3,360,338	£3,020,871
£13,000	£5,973,571	£4,536,421	£4,109,566	£3,720,338	£3,350,871

MODEL 23 - 17.0% developer profit, £15,000 planning obligation, 6 units

RLVs less existing use value	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
<b>1 - High Resi EUV</b>	<b>£19,500,000 per ha (previously developed - high end residential)</b>				
Sales Value psm					
£4,000	£60,571	-£62,579	-£160,934	-£221,662	-£262,629
£5,000	£600,571	£357,421	£229,066	£138,338	£67,371
£6,000	£1,140,571	£777,421	£619,066	£498,338	£397,371
£7,000	£1,680,571	£1,197,421	£1,009,066	£858,338	£727,371
£8,000	£2,220,571	£1,617,421	£1,399,066	£1,218,338	£1,057,371
£9,000	£2,760,571	£2,037,421	£1,789,066	£1,578,338	£1,387,371
£10,000	£3,300,571	£2,457,421	£2,179,066	£1,938,338	£1,717,371
£11,000	£3,840,571	£2,877,421	£2,569,066	£2,298,338	£2,047,371
£12,000	£4,380,571	£3,297,421	£2,959,066	£2,658,338	£2,377,371
£13,000	£4,920,571	£3,717,421	£3,349,066	£3,018,338	£2,707,371
<b>2 - Medium EUV</b>	<b>£13,000,000 per ha (previously developed - offices)</b>				
Sales Value psm					
£4,000	£411,571	£210,421	£92,566	£12,338	-£48,129
£5,000	£951,571	£630,421	£482,566	£372,338	£281,871
£6,000	£1,491,571	£1,050,421	£872,566	£732,338	£611,871
£7,000	£2,031,571	£1,470,421	£1,262,566	£1,092,338	£941,871
£8,000	£2,571,571	£1,890,421	£1,652,566	£1,452,338	£1,271,871
£9,000	£3,111,571	£2,310,421	£2,042,566	£1,812,338	£1,601,871
£10,000	£3,651,571	£2,730,421	£2,432,566	£2,172,338	£1,931,871
£11,000	£4,191,571	£3,150,421	£2,822,566	£2,532,338	£2,261,871
£12,000	£4,731,571	£3,570,421	£3,212,566	£2,892,338	£2,591,871
£13,000	£5,271,571	£3,990,421	£3,602,566	£3,252,338	£2,921,871
<b>3 - Low Resi EUV</b>	<b>£10,400,000 per ha (previously developed - low end residential)</b>				
Sales Value psm					
£4,000	£551,971	£319,621	£193,966	£105,938	£37,671
£5,000	£1,091,971	£739,621	£583,966	£465,938	£367,671
£6,000	£1,631,971	£1,159,621	£973,966	£825,938	£697,671
£7,000	£2,171,971	£1,579,621	£1,363,966	£1,185,938	£1,027,671
£8,000	£2,711,971	£1,999,621	£1,753,966	£1,545,938	£1,357,671
£9,000	£3,251,971	£2,419,621	£2,143,966	£1,905,938	£1,687,671
£10,000	£3,791,971	£2,839,621	£2,533,966	£2,265,938	£2,017,671
£11,000	£4,331,971	£3,259,621	£2,923,966	£2,625,938	£2,347,671
£12,000	£4,871,971	£3,679,621	£3,313,966	£2,985,938	£2,677,671
£13,000	£5,411,971	£4,099,621	£3,703,966	£3,345,938	£3,007,671
<b>4 - Lower EUV</b>	<b>£3,900,000 per ha (previously developed - community uses)</b>				
Sales Value psm					
£4,000	£902,971	£592,621	£447,466	£339,938	£252,171
£5,000	£1,442,971	£1,012,621	£837,466	£699,938	£582,171
£6,000	£1,982,971	£1,432,621	£1,227,466	£1,059,938	£912,171
£7,000	£2,522,971	£1,852,621	£1,617,466	£1,419,938	£1,242,171
£8,000	£3,062,971	£2,272,621	£2,007,466	£1,779,938	£1,572,171
£9,000	£3,602,971	£2,692,621	£2,397,466	£2,139,938	£1,902,171
£10,000	£4,142,971	£3,112,621	£2,787,466	£2,499,938	£2,232,171
£11,000	£4,682,971	£3,532,621	£3,177,466	£2,859,938	£2,562,171
£12,000	£5,222,971	£3,952,621	£3,567,466	£3,219,938	£2,892,171
£13,000	£5,762,971	£4,372,621	£3,957,466	£3,579,938	£3,222,171

MODEL 23 - 17.0% developer profit, £15,000 planning obligation, 6 units

RLVs less existing use value

35 /ha      70 /ha      130 /ha      200 /ha      260 /ha

1 - High EUV

	£19,500,000 per ha (previously developed - high end residential)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😞	😞	😞
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

2 - Medium EUV

	£13,000,000 per ha (previously developed - offices)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😞
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

3 - Low EUV

	£10,400,000 per ha (previously developed - low end residential)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

4 - Lower EUV

	£3,900,000 per ha (previously developed - community uses)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

## MODEL 24 - 17.0% developer profit, £15,000 planning obligation, 9 units

### Cost and profit calculations - 9 units

Density	Units/ha	35	70	130	200	260
Build costs - £ psm		£1,400	£1,550	£1,750	£1,894	£2,013

PO	£15,000 per unit
CSH	£8,064 per unit
Grant	No
DP	17.0%
Units	9

workings	Unit size/m	90	70	65	60	55
Build cost per ha		£4,410,000	£7,595,000	£14,787,500	£22,728,000	£28,785,900
Build cost PU		£126,000	£108,500	£113,750	£113,640	£110,715
Build cost PU plus CSH		£134,064	£116,564	£121,814	£121,704	£118,779
Build cost PU plus PO		£149,064	£131,564	£136,814	£136,704	£133,779
Build cost PU plus DP		£174,405	£153,930	£160,072	£159,944	£156,521
Total cost per unit		£174,405	£153,930	£160,072	£159,944	£156,521
Total build cost pm		£1,938	£2,199	£2,463	£2,666	£2,846

cost per ha / units per ha  
plus CSH per unit  
plus s106 per unit  
times DP

inc. PO, CSH, DP

Sales value per site with 9 units	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
Sales Value psm					
£4,000	£3,240,000	£2,520,000	£2,340,000	£2,160,000	£1,980,000
£5,000	£4,050,000	£3,150,000	£2,925,000	£2,700,000	£2,475,000
£6,000	£4,860,000	£3,780,000	£3,510,000	£3,240,000	£2,970,000
£7,000	£5,670,000	£4,410,000	£4,095,000	£3,780,000	£3,465,000
£8,000	£6,480,000	£5,040,000	£4,680,000	£4,320,000	£3,960,000
£9,000	£7,290,000	£5,670,000	£5,265,000	£4,860,000	£4,455,000
£10,000	£8,100,000	£6,300,000	£5,850,000	£5,400,000	£4,950,000
£11,000	£8,910,000	£6,930,000	£6,435,000	£5,940,000	£5,445,000
£12,000	£9,720,000	£7,560,000	£7,020,000	£6,480,000	£5,940,000
£13,000	£10,530,000	£8,190,000	£7,605,000	£7,020,000	£6,435,000

### Build cost plus profit per site with 9 units

Sales Value psm	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	£1,569,644	£1,385,369	£1,440,651	£1,439,493	£1,408,693
£5,000	£1,569,644	£1,385,369	£1,440,651	£1,439,493	£1,408,693
£6,000	£1,569,644	£1,385,369	£1,440,651	£1,439,493	£1,408,693
£7,000	£1,569,644	£1,385,369	£1,440,651	£1,439,493	£1,408,693
£8,000	£1,569,644	£1,385,369	£1,440,651	£1,439,493	£1,408,693
£9,000	£1,569,644	£1,385,369	£1,440,651	£1,439,493	£1,408,693
£10,000	£1,569,644	£1,385,369	£1,440,651	£1,439,493	£1,408,693
£11,000	£1,569,644	£1,385,369	£1,440,651	£1,439,493	£1,408,693
£12,000	£1,569,644	£1,385,369	£1,440,651	£1,439,493	£1,408,693
£13,000	£1,569,644	£1,385,369	£1,440,651	£1,439,493	£1,408,693

### Land value per plot with 9 units - before considering EUV

Sales Value psm	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	£1,670,356	£1,134,631	£899,349	£720,507	£571,307
£5,000	£2,480,356	£1,764,631	£1,484,349	£1,260,507	£1,066,307
£6,000	£3,290,356	£2,394,631	£2,069,349	£1,800,507	£1,561,307
£7,000	£4,100,356	£3,024,631	£2,654,349	£2,340,507	£2,056,307
£8,000	£4,910,356	£3,654,631	£3,239,349	£2,880,507	£2,551,307
£9,000	£5,720,356	£4,284,631	£3,824,349	£3,420,507	£3,046,307
£10,000	£6,530,356	£4,914,631	£4,409,349	£3,960,507	£3,541,307
£11,000	£7,340,356	£5,544,631	£4,994,349	£4,500,507	£4,036,307
£12,000	£8,150,356	£6,174,631	£5,579,349	£5,040,507	£4,531,307
£13,000	£8,960,356	£6,804,631	£6,164,349	£5,580,507	£5,026,307

MODEL 24 - 17.0% developer profit, £15,000 planning obligation, 9 units

RLVs less existing use value	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
<b>1 - High Resi EUV</b>	<b>£19,500,000 per ha (previously developed - high end residential)</b>				
Sales Value psm					
£4,000	£90,856	-£93,869	-£241,401	-£332,493	-£393,943
£5,000	£900,856	£536,131	£343,599	£207,507	£101,057
£6,000	£1,710,856	£1,166,131	£928,599	£747,507	£596,057
£7,000	£2,520,856	£1,796,131	£1,513,599	£1,287,507	£1,091,057
£8,000	£3,330,856	£2,426,131	£2,098,599	£1,827,507	£1,586,057
£9,000	£4,140,856	£3,056,131	£2,683,599	£2,367,507	£2,081,057
£10,000	£4,950,856	£3,686,131	£3,268,599	£2,907,507	£2,576,057
£11,000	£5,760,856	£4,316,131	£3,853,599	£3,447,507	£3,071,057
£12,000	£6,570,856	£4,946,131	£4,438,599	£3,987,507	£3,566,057
£13,000	£7,380,856	£5,576,131	£5,023,599	£4,527,507	£4,061,057
<b>2 - Medium EUV</b>	<b>£13,000,000 per ha (previously developed - offices)</b>				
Sales Value psm					
£4,000	£617,356	£315,631	£138,849	£18,507	-£72,193
£5,000	£1,427,356	£945,631	£723,849	£558,507	£422,807
£6,000	£2,237,356	£1,575,631	£1,308,849	£1,098,507	£917,807
£7,000	£3,047,356	£2,205,631	£1,893,849	£1,638,507	£1,412,807
£8,000	£3,857,356	£2,835,631	£2,478,849	£2,178,507	£1,907,807
£9,000	£4,667,356	£3,465,631	£3,063,849	£2,718,507	£2,402,807
£10,000	£5,477,356	£4,095,631	£3,648,849	£3,258,507	£2,897,807
£11,000	£6,287,356	£4,725,631	£4,233,849	£3,798,507	£3,392,807
£12,000	£7,097,356	£5,355,631	£4,818,849	£4,338,507	£3,887,807
£13,000	£7,907,356	£5,985,631	£5,403,849	£4,878,507	£4,382,807
<b>3 - Low Resi EUV</b>	<b>£10,400,000 per ha (previously developed - low end residential)</b>				
Sales Value psm					
£4,000	£827,956	£479,431	£290,949	£158,907	£56,507
£5,000	£1,637,956	£1,109,431	£875,949	£698,907	£551,507
£6,000	£2,447,956	£1,739,431	£1,460,949	£1,238,907	£1,046,507
£7,000	£3,257,956	£2,369,431	£2,045,949	£1,778,907	£1,541,507
£8,000	£4,067,956	£2,999,431	£2,630,949	£2,318,907	£2,036,507
£9,000	£4,877,956	£3,629,431	£3,215,949	£2,858,907	£2,531,507
£10,000	£5,687,956	£4,259,431	£3,800,949	£3,398,907	£3,026,507
£11,000	£6,497,956	£4,889,431	£4,385,949	£3,938,907	£3,521,507
£12,000	£7,307,956	£5,519,431	£4,970,949	£4,478,907	£4,016,507
£13,000	£8,117,956	£6,149,431	£5,555,949	£5,018,907	£4,511,507
<b>4 - Lower EUV</b>	<b>£3,900,000 per ha (previously developed - community uses)</b>				
Sales Value psm					
£4,000	£1,354,456	£888,931	£671,199	£509,907	£378,257
£5,000	£2,164,456	£1,518,931	£1,256,199	£1,049,907	£873,257
£6,000	£2,974,456	£2,148,931	£1,841,199	£1,589,907	£1,368,257
£7,000	£3,784,456	£2,778,931	£2,426,199	£2,129,907	£1,863,257
£8,000	£4,594,456	£3,408,931	£3,011,199	£2,669,907	£2,358,257
£9,000	£5,404,456	£4,038,931	£3,596,199	£3,209,907	£2,853,257
£10,000	£6,214,456	£4,668,931	£4,181,199	£3,749,907	£3,348,257
£11,000	£7,024,456	£5,298,931	£4,766,199	£4,289,907	£3,843,257
£12,000	£7,834,456	£5,928,931	£5,351,199	£4,829,907	£4,338,257
£13,000	£8,644,456	£6,558,931	£5,936,199	£5,369,907	£4,833,257

MODEL 24 - 17.0% developer profit, £15,000 planning obligation, 9 units

RLVs less existing use value

35 /ha      70 /ha      130 /ha      200 /ha      260 /ha

1 - High EUV

	£19,500,000 per ha (previously developed - high end residential)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😞	😞	😞
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

2 - Medium EUV

	£13,000,000 per ha (previously developed - offices)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😞
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

3 - Low EUV

	£10,400,000 per ha (previously developed - low end residential)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊

4 - Lower EUV

	£3,900,000 per ha (previously developed - community uses)				
	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
£4,000	😊	😊	😊	😊	😊
£5,000	😊	😊	😊	😊	😊
£6,000	😊	😊	😊	😊	😊
£7,000	😊	😊	😊	😊	😊
£8,000	😊	😊	😊	😊	😊
£9,000	😊	😊	😊	😊	😊
£10,000	😊	😊	😊	😊	😊
£11,000	😊	😊	😊	😊	😊
£12,000	😊	😊	😊	😊	😊
£13,000	😊	😊	😊	😊	😊