

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



Christopher Marsh & Co Ltd

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

Chris Marsh Fiona Sadek SUSPC



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 EUV per sq metre EUV per unit	£19,500,000 £1,950 £175,500	£19,500,000 / 10,000 £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

РО

CSH

Grant

DP

Units

£5,000 per unit

£8,064 per unit

No

20.0%

1

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

	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	
workings	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715	cost per ha / units per ha
	Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779	plus CSH per unit
	Build cost PU plus PO	£139,064	£121,564	£126,814	£126,704	£123,779	plus s106 per unit
	Build cost PU plus DP	£166,877	£145,877	£152,177	£152,045	£148,535	times DP
	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	inc. PO, CSH, DP
Sales value per site wit	h 1 unit	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha	
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 proft pe	r 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 wit	h 1 unit - before considering	g 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
1 - High Roci FUV	£19 500 000 n	or ha	(previously developed	high and residential)	
Sales Value psm	213,300,000 p		(previously developed	ingi chu residentiaij	
£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	f90.955	f74.215
£7.000	£287.623	£207.623	£176.073	£150,955	f129.215
£8,000	£377.623	£277.623	£241.073	f210.955	f184.215
£9.000	£467.623	£347.623	£306.073	£270.955	£239.215
£10.000	£557.623	£417.623	£371.073	£330,955	f294.215
£11.000	f647.623	£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
2 - Medium EUV	£13,000,000 p	er ha	(previously developed -	offices)	
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
3 - Low Resi FUV	f10.400.000 n	er ha	(previously developed	low end residential)	
Sales Value psm			(p ,	,	
£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
4 - Lower EUV	£3,900,000 p	er ha	(previously developed	community uses)	
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	e			8	8
£5,000	e	(0	٢	٢
£6,000	٢	O	0	٢	٢
£7,000	٢	٢	0	٢	٢
£8,000	٢	O	0	٢	٢
£9,000	٢	٢	0	٢	٢
£10,000	٢	O	0	٢	٢
£11,000	٢	٢	0	٢	٢
£12,000	0	0	0	٢	٢
£13,000	٢	O	0	٢	0
2 - Medium EUV	£13.000.000	per ha	(previously developed -	offices)	
£4.000	<u> </u>	Por 112	(,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	<u> </u>	()
£5.000	<u> </u>	0	0	٢	0
£6.000			0	٢	0
£7.000			0	٢	0
£8.000			0	٢	0
£9.000	<u> </u>	0	0	٢	0
£10.000		<u> </u>	0	٢	0
£11.000		<u></u>	0	٢	0
£12.000	٢	٢	٢	٢	0
£13,000	٢	٢	٢	٢	٢
a - Low FUV	£10,400,000	ner ha	(previously developed -	low and residential)	
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£5,000	0		0	Ö	0
£6,000	0	0	0	Ö	0
£7.000			0	<u></u>	0
£8.000	٢	٢	٢	٢	0
£9.000	٢	O	٢	٢	0
£10.000	٢	٢	٢	٢	0
£11,000	٢	٢	٢	٢	0
£12,000	٢	٢	٢	٢	٢
£13,000	٢	٢	0	٢	٢
4 - Lower EUV	£3,900,000	per ha	(previously developed -	community uses)	
£4,000	O	©	Ü (O)	O	٢
£5,000	٢	٢	٢	٢	٢
£6,000	٢	O	٢	٢	٢
£7,000	٢	0	0	٢	٢
£8,000	٢	O	0	٢	٢
£9,000	٢	O	٢	٢	٢
£10,000	٢	©	O	٢	٢
£11,000	٢		0	٢	٢
£12,000	©	©	0	٢	©
£13,000	٢	0	0	٢	٢

£13,000

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

Cost and profit calculations - 3 units

Density

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

							Units
							-
	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	
workings	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715	cost per ha / units per ha
	Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779	plus CSH per unit
	Build cost PU plus PO	£139,064	£121,564	£126,814	£126,704	£123,779	plus s106 per unit
	Build cost PU plus DP	£166,877	£145,877	£152,177	£152,045	£148,535	times DP
	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	inc. PO, CSH, DP
	-	//				"	
Sales value per site wit	h 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 proft pe	r site with 3 units						
Sales Value psm							
f4 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 wit	h 3 units - before consideri	ng EUV					
58165 Value p311		£579.370	£402 370	£323 //70	£263 866	£214 306	
£5,000)	£849 370	£612 370	£518.470	£443 866	£379 396	
£6.000)	£1 110 270	£877 370	£713 470	£673 866	£577 306	
£7,000)	£1 280 270	£1 032 370	£908 170	£803 866	£709 306	
£8.000	,)	£1,535,570	£1 2/2 270	£1 103,470	£003,800	£87/ 306	
£0,000 £0,000	,)	£1,039,370	£1 /57 270	£1 202 /70	£1 162 866	£1 030 306	
£9,000	,)	£2,529,570	£1 667 270	£1 /02 /70	£1 3/3 066	£1 204 206	
£11,000	,)	£2,139,370	£1 872 270	£1,453,470	£1 573 066	£1 360 306	
£11,000	,)	£2,409,570	£2 082 270	£1,000,470	£1 703 966	£1 53/ 306	
£12,000	,)	£2,739,370	£2,002,370	£2 078 470	£1 883 866	£1 600 306	
13,000	•	13,003,370	,-,-,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	-2,0,0,4/0	L1,000,000	,055,550	

РО

CSH

Grant

DP

£5,000 per unit

£8,064 per unit

No

20.0%

3

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 Resi FUV	£19 500 000 m	er ha	(previously developed - h	igh end residential)	
Sales Value psm	113,500,000 p		(previously developed in	ign end residential)	
f4.000	£52.870	-f7.130	-£56,780	-f87.134	-£107.354
£5,000	£322.870	f202.870	f138.220	f92.866	£57.646
£6.000	£592.870	f412.870	£333,220	£272.866	£222,646
£7.000	f862.870	f622.870	£528,220	£452,866	£387.646
£8,000	f1.132.870	f832.870	f723.220	f632.866	£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
2 - Medium EUV	£13,000,000 p	er ha	(previously developed - of	fices)	
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
3 - Low Resi FLIV	£10,400,000 p	er ha	(previously developed - lo	w end residential)	
Sales Value psm			(F	,	
£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
4 - Lower EUV	£3,900,000 p	er ha	(previously developed - c	ommunity uses)	
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 -	nigh end residential)	
£4,000	e	e	e	8	8
£5,000	(e	0	٢	٢
£6,000	٢	O	0	٢	٢
£7,000	٢	©	©	٢	٢
£8,000	٢	O	©	٢	٢
£9,000	٢	٢	٢	٢	٢
£10,000	٢	O	©	٢	٢
£11,000	٢	O	٢	٢	٢
£12,000	٢	٢	٢	٢	٢
£13,000	٢	O	٢	0	٢
2 - Medium ELIV	£13,000,000	per ha	(previously developed - c	ffices)	
£4.000	(2)	(<u>e</u>	()
£5,000	Ö	0	0	0	0
£6,000	Ö	0	0	0	0
£7,000	Ö	<u> </u>	0	0	0
£8,000	Ö	0	0	0	0
£9,000	Ö			Ö	0
£10,000	0		0	Ö	0
£11,000	Ö		<u></u>	Ö	0
£12,000	Ö	0	 ©	0	0
£13,000				Ö	0
115,000				•	
3 - Low EUV	£10,400,000	per ha	(previously developed -	ow end residential)	_
£4,000	<u></u>		<u></u>	٢	٢
£5,000	O	٢	۲	٢	٢
£6,000	<u> </u>	<u></u>	<u></u>	٢	٢
£7,000	<u> </u>	<u></u>	<u></u>	٢	٢
£8,000	<u> </u>	<u> </u>	<u></u>	٢	٢
£9,000	٢	٢	٢	٢	٢
£10,000	<u> </u>	<u> </u>	<u></u>	٢	٢
£11,000	<u> </u>	<u></u>	<u></u>	٢	٢
£12,000	<u> </u>	<u> </u>	<u></u>	٢	0
£13,000	٢	٢	٢	٢	٢
4 - Lower EUV	£3,900,000	per ha	(previously developed -	community uses)	
£4,000	٢	٢	٢	٢	٢
£5,000	٢	٢	٢	٢	٢
£6,000	٢	٢	٢	٢	٢
£7,000	٢	٢	٢	٢	٢
£8,000	©	O	O	٢	٢
£9,000	٢	٢	٢	٢	٢
£10,000	٢	O	٢	0	0
£11,000	\odot	٢	٢	٢	©
£12,000	\odot	O	٢	O	0
£13,000	٢	٢	٢	٢	٢

РО

CSH

Grant

DP

Units

£5,000 per unit

£8,064 per unit

No

20.0%

6

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		

	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	
workings	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715	cost per ha / units per ha
	Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779	plus CSH per unit
	Build cost PU plus PO	£139,064	£121,564	£126,814	£126,704	£123,779	plus s106 per unit
	Build cost PU plus DP	£166,877	£145,877	£152,177	£152,045	£148,535	times DP
	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	inc. PO, CSH, DP
Sales value per site with	n 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 proft per Sales Value psm £4,000	r site with 6 units	£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 Sales Value psm	h 6 units - before considerir	ng EUV					
£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
1 - High Resi FUV	£19 500 000	ner ha	(previously developed _	high and residential)	
Sales Value nsm	119,500,000	perna	(previously developed -	ingit end residential)	
£4.000	£105.739	-£14.261	-£113.561	-£174.269	-f214.709
£5.000	f645.739	£405.739	£276.439	£185.731	f115.291
£6.000	f1.185.739	f825.739	£666.439	£545.731	£445.291
£7.000	f1.725.739	f1.245.739	£1.056.439	£905.731	£775.291
£8,000	f2.265.739	f1.665.739	f1.446.439	£1.265.731	£1.105.291
£9.000	£2.805.739	f2.085.739	f1.836.439	£1.625.731	f1.435.291
£10,000	£3.345.739	f2.505.739	f2.226.439	£1.985.731	£1.765.291
f11.000	£3.885.739	f2.925.739	f2.616.439	£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
2 - Medium EUV	£13,000,000	per ha	(previously developed - o	offices)	
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
3 - Low Resi EUV	£10.400.000	per ha	(previously developed -	low end residential)	
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
4 - Lower EUV	£3,900,000	per ha	(previously developed -	community uses)	
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 -	nigh end residential)	
£4,000	e	e	e	8	8
£5,000	(e	0	٢	٢
£6,000	٢	O	0	٢	٢
£7,000	٢	©	©	٢	٢
£8,000	٢	O	©	٢	٢
£9,000	٢	٢	٢	٢	٢
£10,000	٢	O	©	٢	٢
£11,000	٢	O	٢	٢	٢
£12,000	٢	٢	٢	٢	٢
£13,000	٢	O	٢	0	٢
2 - Medium ELIV	£13,000,000	per ha	(previously developed - c	ffices)	
£4.000	(2)	(<u>e</u>	()
£5,000	Ö	0	0	0	0
£6,000	Ö	0	0	0	0
£7,000	Ö		0	0	0
£8,000	Ö	0	0	0	0
£9,000	Ö		<u></u>	Ö	0
£10,000	0	 ©	0	Ö	0
£11,000	Ö		<u></u>	Ö	0
£12,000	Ö	0	 ©	0	0
£13,000				Ö	0
115,000				•	
3 - Low EUV	£10,400,000	per ha	(previously developed -	ow end residential)	_
£4,000	<u></u>		©	٢	٢
£5,000	O	٢	۲	٢	٢
£6,000	<u> </u>	<u></u>	<u></u>	٢	٢
£7,000	<u> </u>	<u></u>	<u></u>	٢	٢
£8,000	<u> </u>	<u> </u>	<u></u>	٢	٢
£9,000	٢	٢	٢	٢	٢
£10,000	<u> </u>	<u> </u>	<u></u>	٢	٢
£11,000	<u> </u>	<u></u>	<u></u>	٢	٢
£12,000	<u> </u>	<u> </u>	<u></u>	٢	0
£13,000	٢	٢	٢	٢	٢
4 - Lower EUV	£3,900,000	per ha	(previously developed -	community uses)	
£4,000	٢	٢	٢	٢	٢
£5,000	٢	٢	٢	٢	٢
£6,000	٢	٢	٢	٢	٢
£7,000	٢	٢	٢	٢	٢
£8,000	©	O	O	٢	٢
£9,000	٢	٢	٢	٢	٢
£10,000	٢	O	٢	0	0
£11,000	\odot	٢	٢	O	©
£12,000	\odot	O	٢	0	0
£13,000	٢	٢	٢	٢	٢

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

Unit size/m 90 70 66 60 55 working: Build cost pr ha 6,44,000 7,2955,00 614,787,500 722,786,00 728,785,90 Build cost PU bia SO 6113,566 6112,174 6113,779 piaz SO Fer init Build cost PU bia SO 6133,664 6112,574 6123,217 6133,664 6112,512 614,787 6143,787								
working: Build cost pr ha Build cost P µ bis CSH Ed25,000 £14,727,550 £22,728,000 £28,785,000 ct 28,785,000 Build cost P µ bis CSH Build cost P µ bis DS Build		Unit size/m	90	70	65	60	55	
working: Build cost pr ha (£4.410.000 (£7,955.000) (£4,787.500) (£2,728.000) (£2,785.90) Build cost PU plus CN £13.050 £113.750 £113.750 £113.750 £113.770								
working: Build cost PU Build cost PU plus CM Build cost PU plus PU		Build cost per ha	£4,410,000	£7,595,000	£14,787,500	£22,728,000	£28,785,900	
Build cost PU plac SCH E134,064 E112,564 E122,814 E122,704 E113,779 plac SCH per unit Build cost PU plac DP E166,877 E145,877 E152,177 E152,045 E146,853 Immes DP Total cost per unit E166,877 E145,877 E152,177 E152,045 E148,853 Immes DP Sales value per site with 9 units 35 /ha 70 /ha 130 /ha 200 /ha 260 /ha Sales value per site with 9 units 35 /ha 70 /ha 130 /ha 200 /ha 260 /ha Sales value per site with 9 units 53 /ha 70 /ha 130 /ha 200 /ha 260 /ha Sales value per site with 9 units 53 /ha 70 /ha 130 /ha 200 /ha 260 /ha Sales value per site with 9 units 53 /ha 70 /ha 130 /ha 200 /ha 260 /ha Sales value per site with 9 units 53 /ha 70 /ha 130 /ha 200 /ha 263 /ha Sales value per site with 9 units 55 /r00.00 £7,800.00 £3,450.00 £4,450.00 £4,450.00 £10,000 </th <th>workings</th> <th>Build cost PU</th> <th>£126,000</th> <th>£108,500</th> <th>£113,750</th> <th>£113,640</th> <th>£110,715</th> <th>cost per ha / units per ha</th>	workings	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715	cost per ha / units per ha
Built cost PU plus P0 £139,064 £121,554 £122,654 £123,679 £123,675 £123,777 £152,045 £148,535 Total cost per unit £166,877 £145,877 £152,177 £152,045 £148,535 Total cost per unit £166,877 £145,877 £152,177 £152,045 £148,535 Sales value per site with 9 units 35 /ha 70 /ha 130 /ha 200 /ha 260 /ha Sales value per site with 9 units 35 /ha 70 /ha 130 /ha 200 /ha 260 /ha Sales value per site with 9 units 35 /ha 70 /ha 130 /ha 200 /ha 260 /ha Sales value per site with 9 units 53 /ha 70 /ha 130 /ha 200 /ha 266 /ha Sales value per site with 9 units 50 /ha €3,20,000 €3,240,000 €4,405,000 €4,405,000 €4,405,000 €4,405,000 €4,455,000 €4,465,000 €4,465,000 €4,455,000 €5,400,000 €4,455,000 €5,440,000 €5,440,000 €5,440,000 €5,440,000 €5,440,000 €5,440,000 €5,440,000 €5,440,		Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779	plus CSH per unit
Build cost plu plus pp F166,877 F152,177 F152,045 F148,353 F148,353 Total totig cost pr F1,854 F2,048 F2,341 F2,034 F2,701 inc: PO, CSH, DP Sales value per site with 9 units 35 /hs 70 /hs 130 /hs 200 /hs 260 /hs Sales Value per site with 9 units 35 /hs 70 /hs 130 /hs 200 /hs 260 /hs Sales Value per site with 9 units 35 /hs 70 /hs 130 /hs 200 /hs 260 /hs Sales Value per site with 9 units 53 /hs 70 /hs 130 /hs 200 /hs 260 /hs Sales Value per site with 9 units 55 /hs 70 /hs 130 /hs 200 /hs 260 /hs Sales Value per site with 9 units 55 /hs 64,800,000 64,800,000 64,860,000 64,860,000 64,455,000 F1,000 65,870,000 67,820,000 66,840,000 65,445,000 64,455,000 F1,000 61,01,891 61,132,891 61,366,931 61,368,403 61,336,813 f6,000 61,501,891 61,312,8		Build cost PU plus PO	£139,064	£121,564	£126,814	£126,704	£123,779	plus s106 per unit
Intervent E145,877 E152,177 E152,057		Build cost PU plus DP	£166,877	£145,877	£152,177	£152,045	£148,535	times DP
Total build cost pm £1,85 £2,084 £2,341 £2,341 £2,734 £2,731 mc: P0, G8H, PP Sales value pr site with 9 units 35 /n 70 /n 130 /na 260 /na 260 /na Sales Value pr #4,000 £2,340,000 £2,360,000 £2,360,000 £2,370,000 £2,480,000 £3,480,000 £3,480,000 £3,480,000 £3,480,000 £3,480,000 £4,480,000 £4,480,000 £4,480,000 £4,480,000 £4,480,000 £4,480,000 £4,480,000 £4,480,0000 £4,480,000 £4,4		Total cost per unit	£166,877	£145,877	£152,177	£152,045	£148,535	1
Sales value per site with 9 units 55 /h 70 /h 130 /h 200 /h 260 /h Sales Value pin 5,000 62,240,000 62,250,000 62,250,000 62,250,000 62,750,000 62,750,000 62,750,000 62,750,000 62,750,000 62,750,000 62,750,000 62,750,000 62,750,000 62,750,000 62,750,000 62,750,000 62,750,000 62,750,000 64,450,000 63,750,000 64,450,000 64,450,000 64,450,000 64,450,000 64,450,000 64,450,000 64,450,000 64,450,000 64,450,000 64,450,000 64,450,000 64,450,000 65,445,000		Total build cost pm	£1,854	£2,084	£2,341	£2,534	£2,701	inc. PO, CSH, DP
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f9.000 f7.290,000 £5,670,000 £5,265,000 £4,860,000 £4,850,000 f10,000 £8,100,000 £6,300,000 £5,400,000 £5,440,000 £5,440,000 f12,000 £9,720,000 £7,560,000 £7,020,000 £6,485,000 £5,440,000 f13,000 £10,503,000 £6,450,000 £5,440,000 £5,440,000 £5,440,000 f13,000 £10,503,000 £7,050,000 £7,020,000 £6,435,000 £5,440,000 f13,000 £1,501,891 £1,312,891 £1,369,591 £1,368,403 £1,336,813 f6,000 £1,501,891 £1,312,891 £1,369,591 £1,368,403 £1,336,813 f6,000 £1,501,891 £1,312,891 £1,369,591 £1,368,403 £1,336,813 f1,000 £1,501,891 £1,312,891 £1,369,591 £1,368,403 £1,336,813 f10,000 £1,501,891 £1,312,891 £1,369,591 £1,368,403 £1,336,813 f11,000 £1,501,891 £1,312,891 £1,369,591 £1,368,403 £1,336,813 f	£8,000		£6,480,000	£5,040,000	£4,680,000	£4,320,000	£3,960,000	
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Bailes value part Sales Value part É1,001,801 É1,312,891 É1,369,591 É1,368,403 É1,336,813 É5,000 É1,501,891 É1,312,891 É1,369,591 É1,368,403 É1,336,813 É6,000 É1,501,891 É1,312,891 É1,369,591 É1,368,403 É1,336,813 É6,000 É1,501,891 É1,312,891 É1,369,591 É1,368,403 É1,336,813 É8,000 É1,501,891 É1,312,891 É1,369,591 É1,368,403 É1,336,813 É1,000 É2,548,109 É1,312,891 É1,369,591 É1,368,40								
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£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£5,51,597£5,098,187	£9.000		£5,788.109	£4,357,109	£3,895.409	£3,491.597	£3,118.187	
£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£5,51,597£5,098,187	£10.000		£6,598.109	£4,987,109	£4,480.409	£4,031.597	£3,613.187	
£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	£11.000		£7,408.109	£5,617,109	£5,065.409	£4,571.597	£4,108.187	
£13,000 £9,028,109 £6,877,109 £6,235,409 £5,651,597 £5,098,187	£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	

РО	£5,000 per unit
сѕн	£8,064 per unit
Grant	No
DP	20.0%
Units	9
	٨

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 Resi FUIV		£19 500 000	ner ha	(previously developed	- high end residential	
Sales Value nsm		115,500,000	perna	(previously developed	- mgn enu residential	
f4.000		£158.609	-£21.391	-£170.34	1 - f 261.403	-£322.063
£5.000		£968.609	£608.609	£414.65	9 £278.597	£172,937
£6.000		£1,778,609	f1.238.609	£999.65	9 £818.597	f667.937
£7,000		£2,588,609	£1,868,609	£1,584,65	9 £1.358.597	£1.162.937
£8,000		£3,398,609	£2,498,609	£2,169.65	9 £1,898,597	£1,657,937
£9.000		£4,208,609	£3,128,609	f2.754.65	9 £2.438.597	f2.152.937
£10.000		£5.018.609	£3,758,609	£3,339,65	9 £2.978.597	f2.647.937
£11.000		£5.828.609	£4,388,609	£3.924.65	9 £3.518.597	£3,142,937
£12.000		£6.638.609	£5.018.609	£4,509,65	9 £4.058.597	£3.637.937
£13,000		£7,448,609	£5,648,609	£5,094,65	9 £4,598,597	£4,132,937
2 - Medium EUV		£13,000,000	per ha	(previously developed	- offices)	
Sales Value psm						
£4,000		£685,109	£388,109	£209,90	9 £89,597	-£313
£5,000		£1,495,109	£1,018,109	£794,90	9 £629,597	£494,687
£6,000		£2,305,109	£1,648,109	£1,379,90	9 £1,169,597	£989,687
£7,000		£3,115,109	£2,278,109	£1,964,90	9 £1,709,597	£1,484,687
£8,000		£3,925,109	£2,908,109	£2,549,90	9 £2,249,597	£1,979,687
£9,000		£4,735,109	£3,538,109	£3,134,90	9 £2,789,597	£2,474,687
£10,000		£5,545,109	£4,168,109	£3,719,90	9 £3,329,597	£2,969,687
£11,000		£6,355,109	£4,798,109	£4,304,90	9 £3,869,597	£3,464,687
£12,000		£7,165,109	£5,428,109	£4,889,90	9 £4,409,597	£3,959,687
£13,000		£7,975,109	£6,058,109	£5,474,90	9 £4,949,597	£4,454,687
3 - Low Resi EUV		£10.400.000	per ha	(previously developed	- low end residential)	
Sales Value psm						
£4,000		£895,709	£551,909	£362,00	9 £229,997	£128,387
£5,000		£1,705,709	£1,181,909	£947,00	9 £769,997	£623,387
£6,000		£2,515,709	£1,811,909	£1,532,00	9 £1,309,997	£1,118,387
£7,000		£3,325,709	£2,441,909	£2,117,00	9 £1,849,997	£1,613,387
£8,000		£4,135,709	£3,071,909	£2,702,00	9 £2,389,997	£2,108,387
£9,000		£4,945,709	£3,701,909	£3,287,00	9 £2,929,997	£2,603,387
£10,000		£5,755,709	£4,331,909	£3,872,00	9 £3,469,997	£3,098,387
£11,000		£6,565,709	£4,961,909	£4,457,00	9 £4,009,997	£3,593,387
£12.000		£7.375.709	£5,591,909	£5.042.00	9 £4.549.997	£4.088.387
£13,000		£8,185,709	£6,221,909	£5,627,00	9 £5,089,997	£4,583,387
4 - Lower EUV		£3,900,000	per ha	(previously developed	- community uses)	
Sales Value psm						
£4,000		£1,422,209	£961,409	£742,25	9 £580,997	£450,137
£5,000		£2,232,209	£1,591,409	£1,327,25	9 £1,120,997	£945,137
£6,000		£3,042,209	£2,221,409	£1,912,25	9 £1,660,997	£1,440,137
£7,000		£3,852,209	£2,851,409	£2,497,25	9 £2,200,997	£1,935,137
£8,000		£4,662,209	£3,481,409	£3,082,25	9 £2,740,997	£2,430,137
£9,000		£5,472,209	£4,111,409	£3,667,25	9 £3,280,997	£2,925,137
£10,000		£6,282,209	£4,741,409	£4,252,25	9 £3,820,997	£3,420,137
£11,000		£7,092,209	£5,371,409	£4,837,25	9 £4,360,997	£3,915,137
£12,000		£7,902,209	£6,001,409	£5,422,25	9 £4,900,997	£4,410,137
£13,000		£8,712,209	£6,631,409	£6,007,25	9 £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)	
£4,000	e	e	(1)	8	8
£5,000	e	e	0	٢	0
£6,000	©	O	0	٢	0
£7,000	©	0	0	٢	٢
£8,000	©	O	0	٢	0
£9,000	©	O	0	٢	٢
£10,000	©	O	0	٢	0
£11,000	©	0	0	٢	٢
£12,000	0	٢	0	٢	0
£13,000	٢	٢	٢	٢	٢
2 - Medium EUV	£13,000,000	per ha	(previously developed - c	offices)	
£4,000	(e	e	((
£5,000		©	O	٢	0
£6,000	©	O	©	٢	٢
£7,000	©	0	0	٢	٢
£8,000	©	O	0	٢	0
£9,000	©	0	0	٢	٢
£10,000	©	0	0	٢	0
£11,000	٢	٢	O	٢	٢
£12,000	٢	٢	٢	٢	0
£13,000	٢	٢	٢	٢	٢
3 - Low EUV	£10.400.000	per ha	(previously developed -	ow end residential)	
£4,000	<u> </u>	©	©	O	٢
£5,000	٢	٢	٢	٢	٢
£6,000	٢	©	©	٢	٢
£7,000	٢	٢	٢	٢	٢
£8,000	٢	O	©	٢	٢
£9,000	©	©	©	٢	٢
£10,000	©	0	©	٢	٢
£11,000	©	©	©	٢	٢
£12,000	O	0	0	٢	0
£13,000	٢	٢	٢	٢	٢
4 - Lower EUV	£3,900,000	per ha	(previously developed -	community uses)	
£4,000	©	©	©	©	٢
£5,000	٢	0	©	٢	٢
£6,000	٢	©	©	٢	٢
£7,000	©	0	©	٢	٢
£8,000	©	O	©	٢	٢
£9,000		0	©	٢	٢
£10,000	٢	©	©	٢	©
£11,000	٢	©	٢	٢	٢
£12,000	٢	©	©	٢	©
£13,000	٢	O	٢	٢	©

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		

	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	
workings	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715	cost per ha / units per ha
	Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779	plus CSH per unit
	Build cost PU plus PO	£144,064	£126,564	£131,814	£131,704	£128,779	plus s106 per unit
	Build cost PU plus DP	£172,877	£151,877	£158,177	£158,045	£154,535	times DP
	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	inc. PO, CSH, DP
Sales value per site wit	h 1 unit	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha	
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 proft pe Sales Value psm	r site with 1 unit		6454 077	(150.177	6450.045	6454 525	
£4,000)	£1/2,8//	£151,877	£158,1//	£158,045	£154,535	
£5,000)	£1/2,8//	£151,8//	£158,177	£158,045	£154,535	
£6,000)	£1/2,8//	£151,8//	£158,177	£158,045	£154,535	
£7,000)	£172,877	£151,877	£158,177	£158,045	£154,535	
£8,000)	£1/2,8//	£151,877	£158,177	£158,045	£154,535	
£9,000)	£1/2,8//	£151,877	£158,177	£158,045	£154,535	
£10,000)	£1/2,0//	E151,677	L156,177	£156,045	£154,555	
£11,000)	£172,077	£151,677	£150,177	£158,045	£154,555 £154,555	
£13.000)	£172,877	£151,877	£158,177	£158,045	£154,535	
113,000		11/2,8//	1151,677	1130,177	1138,045	1134,555	
Land value per plot wit	h 1 unit - before considering	gEUV					
f4.000)	f187.123	£128.123	f101.823	£81.955	£65.465	
£5.000)	f277.123	£198.123	f166.823	£141.955	f120.465	
£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

	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
1 High Pori EUV	£10 500 000 por	h-1	(proviously dovoloped	high and residential)	
Sales Value nsm	£19,500,000 per	IId	(previously developed -	ingii enu residentiai)	
f4 000	f11 623	-f8 377	-£24 927	-£35.045	-£41 785
£5,000	f101 623	f61 623	£40 073	£24 955	f13 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	f461 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
2 - Medium EUV	£13,000,000 per	ha	(previously developed -	offices)	
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
3 - Low Resi EUV	£10,400,000 per	ha	(previously developed -	low end residential)	
3 - Low Resi EUV Sales Value psm	£10,400,000 per	ha	(previously developed -	low end residential)	
3 - Low Resi EUV Sales Value psm £4,000	£10,400,000 per	ha £55,323	(previously developed - £34,223	low end residential) £19,555	£8,265
3 - Low Resi EUV Sales Value psm £4,000 £5,000	£10,400,000 per £93,523 £183,523	ha £55,323 £125,323	(previously developed - £34,223 £99,223	low end residential) £19,555 £79,555	£8,265 £63,265
3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000	£10,400,000 per 	ha £55,323 £125,323 £195,323	(previously developed - £34,223 £99,223 £164,223	low end residential) £19,555 £79,555 £139,555	£8,265 £63,265 £118,265
3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000 £7,000	£10,400,000 per £93,523 £183,523 £273,523 £363,523	ha £55,323 £125,323 £195,323 £265,323	(previously developed - £34,223 £99,223 £164,223 £229,223	low end residential) £19,555 £79,555 £139,555 £199,555	£8,265 £63,265 £118,265 £173,265
3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000 £7,000 £8,000	£10,400,000 per £93,523 £183,523 £273,523 £363,523 £453,523	ha £55,323 £125,323 £195,323 £265,323 £335,323	(previously developed - £34,223 £99,223 £164,223 £229,223 £294,223	low end residential) £19,555 £79,555 £139,555 £199,555 £259,555	£8,265 £63,265 £118,265 £173,265 £228,265
3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000 £7,000 £8,000 £9,000	£10,400,000 per £93,523 £183,523 £273,523 £363,523 £453,523 £543,523	ha £55,323 £125,323 £195,323 £265,323 £335,323 £405,323	(previously developed - £34,223 £99,223 £164,223 £229,223 £294,223 £359,223	low end residential) £19,555 £79,555 £139,555 £199,555 £259,555 £319,555	£8,265 £63,265 £118,265 £173,265 £228,265 £283,265
3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000 £7,000 £8,000 £9,000 £10,000	£10,400,000 per	ha £55,323 £125,323 £195,323 £265,323 £335,323 £405,323 £475,323	(previously developed - £34,223 £99,223 £164,223 £229,223 £294,223 £359,223 £424,223	low end residential) £19,555 £79,555 £139,555 £199,555 £259,555 £319,555 £379,555	£8,265 £63,265 £118,265 £173,265 £228,265 £283,265 £338,265
3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000 £7,000 £8,000 £9,000 £10,000 £11,000	£10,400,000 per	ha £55,323 £125,323 £195,323 £265,323 £335,323 £405,323 £475,323 £545,323	(previously developed - £34,223 £99,223 £164,223 £229,223 £294,223 £359,223 £424,223 £424,223 £489,223	low end residential) £19,555 £79,555 £139,555 £199,555 £259,555 £319,555 £379,555 £439,555	f8,265 f63,265 f118,265 f173,265 f228,265 f283,265 f38,265 f339,265
3 - Low Resi EUV Sales Value psm	£10,400,000 per	ha £55,323 £125,323 £195,323 £265,323 £335,323 £405,323 £475,323 £545,323 £615,323	(previously developed - £34,223 £99,223 £164,223 £229,223 £294,223 £359,223 £424,223 £489,223 £489,223 £554,223	low end residential) £19,555 £79,555 £139,555 £199,555 £259,555 £319,555 £379,555 £439,555 £499,555	£8,265 £63,265 £118,265 £173,265 £228,265 £238,265 £338,265 £339,265 £448,265
3 - Low Resi EUV Sales Value psm	£10,400,000 per	ha £55,323 £125,323 £195,323 £335,323 £405,323 £405,323 £475,323 £545,323 £615,323 £685,323	(previously developed - £34,223 £99,223 £164,223 £229,223 £359,223 £359,223 £424,223 £424,223 £489,223 £489,223 £554,223 £619,223	low end residential) £19,555 £79,555 £139,555 £259,555 £319,555 £379,555 £439,555 £439,555 £499,555 £559,555	f8,265 f63,265 f118,265 f173,265 f228,265 f283,265 f38,265 f38,265 f448,265 f503,265
3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000 £7,000 £8,000 £9,000 £10,000 £11,000 £12,000 £13,000	£10,400,000 per	ha £55,323 £125,323 £195,323 £265,323 £335,323 £405,323 £405,323 £475,323 £645,323 £685,323 ba	(previously developed - £34,223 £99,223 £164,223 £229,223 £359,223 £424,223 £424,223 £424,223 £489,223 £424,223 £619,223 £619,223	low end residential) £19,555 £79,555 £139,555 £259,555 £319,555 £319,555 £439,555 £439,555 £439,555 £559,555	f8,265 f63,265 f118,265 f173,265 f228,265 f283,265 f38,265 f38,265 f448,265 f503,265
3 - Low Resi EUV Sales Value psm	£10,400,000 per	ha £55,323 £125,323 £265,323 £335,323 £405,323 £475,323 £645,323 £615,323 £685,323 ha	(previously developed - £34,223 £99,223 £164,223 £229,223 £294,223 £359,223 £424,223 £424,223 £489,223 £489,223 £619,223 (previously developed -	low end residential)	£8,265 £63,265 £118,265 £173,265 £228,265 £338,265 £338,265 £448,265 £503,265
3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000 £7,000 £8,000 £9,000 £10,000 £11,000 £11,000 £13,000 4 - Lower EUV Sales Value psm £4,000	£10,400,000 per	ha £55,323 £125,323 £125,323 £265,323 £335,323 £405,323 £405,323 £475,323 £615,323 £685,323 ha £100,823	(previously developed - £34,223 £99,223 £164,223 £229,223 £294,223 £359,223 £442,223 £489,223 £489,223 £619,223 (previously developed - £76,473	low end residential) £19,555 £79,555 £139,555 £259,555 £319,555 £379,555 £439,555 £439,555 £439,555 £559,555 community uses)	£8,265 £63,265 £118,265 £173,265 £228,265 £338,265 £339,265 £448,265 £503,265
3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000 £7,000 £8,000 £9,000 £10,000 £11,000 £11,000 £12,000 £13,000 4 - Lower EUV Sales Value psm £4,000 £5,000	£10,400,000 per £93,523 £183,523 £273,523 £363,523 £453,523 £643,523 £643,523 £643,523 £723,523 £723,523 £813,523 £903,523 £3,900,000 per £152,023 £242,023	ha f55,323 f125,323 f265,323 f265,323 f405,323 f405,323 f475,323 f615,323 f615,323 f685,323 ha f100,823 f170,823	(previously developed - £34,223 £99,223 £164,223 £229,223 £229,223 £359,223 £424,223 £489,223 £489,223 £554,223 £619,223 (previously developed - £76,473 £141 473	low end residential) £19,555 £79,555 £139,555 £259,555 £319,555 £319,555 £439,555 £439,555 £439,555 £439,555 £439,555 £559,555 £559,555 community uses)	£8,265 £63,265 £118,265 £173,265 £228,265 £338,265 £338,265 £393,265 £448,265 £503,265 £444,015 £99,015
3 - Low Resi EUV Sales Value psm	£10,400,000 per	ha f55,323 f125,323 f265,323 f265,323 f405,323 f475,323 f475,323 f615,323 f615,323 f685,323 ha f100,823 f170,823 f200,823 f200,823	(previously developed - £34,223 £99,223 £164,223 £229,223 £294,223 £424,223 £424,223 £489,223 £554,223 £619,223 (previously developed - £76,473 £114,473 £06,473	low end residential) £19,555 £139,555 £139,555 £139,555 £379,555 £439,555 £418,555 £118,	£8,265 £63,265 £118,265 £173,265 £228,265 £338,265 £393,265 £448,265 £503,265 £444,015 £99,015 £154,015
3 - Low Resi EUV Sales Value psm	£10,400,000 per	ha f55,323 f125,323 f195,323 f265,323 f335,323 f405,323 f475,323 f615,323 f615,323 f615,323 f615,323 f615,323 f615,323 f610,823 f170,823 f170,823 f10,825 f1	(previously developed - £34,223 £99,223 £164,223 £229,223 £294,223 £424,223 £424,223 £424,223 £489,223 £554,223 £619,223 (previously developed - £76,473 £141,473 £206,473 £71,473	low end residential) £19,555 £79,555 £139,555 £259,555 £319,555 £379,555 £439,555 £439,555 £499,555 £559,555 community uses) £58,555 £118,555 £178,555 £178,555	f8,265 f63,265 f118,265 f173,265 f228,265 f338,265 f338,265 f338,265 f448,265 f503,265 f448,265 f503,265 f154,015 f154,015 f154,015 f154,015
3 - Low Resi EUV Sales Value psm	£10,400,000 per	ha £55,323 £125,323 £265,323 £335,323 £405,323 £405,323 £615,323 £615,323 £685,323 ha £100,823 £170,823 £240,823 £310,823 £310,823	(previously developed - £34,223 £99,223 £164,223 £229,223 £294,223 £424,223 £444,224,223 £444,224,	low end residential) £19,555 £79,555 £139,555 £259,555 £379,555 £439,555 £439,555 £439,555 £439,555 £559,555 £559,555 £559,555 £118,555 £178,555 £178,555 £238,5555 £238,5555 £238	f8,265 f63,265 f118,265 f173,265 f228,265 f238,265 f338,265 f448,265 f503,265 f448,265 f503,265 f154,015 f154,015 f209,015 f264,015
3 - Low Resi EUV Sales Value psm	£10,400,000 per f 93,523 f 183,523 f 273,523 f 363,523 f 453,523 f 633,523 f 723,523 f 633,523 f 723,523 f 813,523 f 903,523 f 3,900,000 per f 152,023 f 242,023 f 32,023 f 422,023 f 512,023 f 512,023 f 512,023 f 512,023 f 512,023 f 512,023	ha f55,323 f125,323 f265,323 f405,323 f405,323 f405,323 f475,323 f615,323 f615,323 f685,323 ha f100,823 f170,823 f240,823 f30,823 f30,823 f40,823 f405,825 f405,825 f405,825 f405,825 f405,825 f405,825 f405,825 f405,825 f405,825 f405,825 f405,825 f405,825 f4	(previously developed - £34,223 £99,223 £164,223 £294,223 £359,223 £424,223 £424,223 £489,223 £4554,223 £619,223 (previously developed - £76,473 £141,473 £206,473 £271,473 £336,473 £401 473	low end residential) f19,555 f79,555 f139,555 f139,555 f319,555 f319,555 f319,555 f339,555 f439,555 f439,555 f439,555 f439,555 f18,555 f18,555 f118,555 f118,555 f178,555 f238,555 f238,555 f238,555 f238,555 f238,555 f238,555 f38,555 f38,55 f38,55 f38,555 f38,555 f38,555 f38,555 f38,55	f8,265 f63,265 f118,265 f173,265 f228,265 f238,265 f338,265 f338,265 f448,265 f503,265 f448,265 f503,265 f444,015 f99,015 f154,015 f209,015 f264,015 f319,015
3 - Low Resi EUV Sales Value psm	£10,400,000 per £93,523 £183,523 £273,523 £363,523 £453,523 £643,523 £643,523 £723,523 £723,523 £723,523 £903,523 £3,900,000 per £152,023 £242,023 £32,023 £422,023 £512,023 £602,023	ha f55,323 f125,323 f265,323 f265,323 f405,323 f405,323 f475,323 f615,323 f615,323 f685,323 ha f100,823 f170,823 f310,823 f380,823 f450,823 f520,823	(previously developed - £34,223 £99,223 £164,223 £229,223 £229,223 £359,223 £424,223 £489,223 £554,223 £619,223 (previously developed - £76,473 £141,473 £206,473 £271,473 £336,473 £401,473 £401,473 £640,473	low end residential) £19,555 £79,555 £139,555 £259,555 £379,555 £439,555 £439,555 £439,555 £439,555 £559,555 £559,555 £559,555 £178,555 £178,555 £238,555 £238,555 £438,555 £439,555 £178,555 £179,555 £179,555 £378,555 £378,5	£8,265 £63,265 £118,265 £173,265 £228,265 £338,265 £338,265 £448,265 £503,265 £448,015 £99,015 £154,015 £209,015 £264,015 £319,015 £319,015
3 - Low Resi EUV Sales Value psm	£10,400,000 per	ha f55,323 f125,323 f265,323 f405,323 f405,323 f405,323 f475,323 f615,323 f615,323 f685,323 ha f100,823 f170,823 f310,823 f310,823 f30,823 f450,823 f500,823	(previously developed - f34,223 f99,223 f164,223 f229,223 f294,223 f424,223 f489,223 f554,223 f619,223 (previously developed - f76,473 f141,473 f206,473 f271,473 f336,473 f401,473 f466,473 f531 473	low end residential)	£8,265 £63,265 £118,265 £228,265 £28,265 £338,265 £338,265 £448,265 £503,265 £444,015 £154,015 £154,015 £264,015 £319,015 £374,015 £374,015
3 - Low Resi EUV Sales Value psm	£10,400,000 per	ha f55,323 f125,323 f265,323 f335,323 f405,323 f405,323 f475,323 f615,323 f615,323 f685,323 ha f100,823 f170,823 f10,823 f310,823 f310,823 f450,823 f590,823 f590,823 f60,823 f60,823	(previously developed - £34,223 £99,223 £164,223 £229,223 £229,223 £424,223 £424,223 £489,223 £554,223 £619,223 (previously developed - £76,473 £141,473 £206,473 £271,473 £336,473 £401,473 £466,473 £531,473 £531,473	low end residential) £19,555 £139,555 £139,555 £139,555 £379,555 £439,555 £439,555 £439,555 £439,555 £559,555 community uses) £58,555 £118,555 £178,555 £178,555 £238,555 £238,555 £358,555 £448,555 £478,555 £478,555 £478,555	<pre></pre>

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	(e	8	8	<u> </u>
£5,000	(e	٢	٢	(
£6,000	O	0	٢	٢	0
£7,000	٢	0	٢	٢	٢
£8,000	٢	O	0	٢	٢
£9,000	٢	٢	٢	٢	٢
£10,000	٢	O	0	٢	٢
£11,000	٢	0	٢	٢	٢
£12,000	٢	O	0	٢	0
£13,000	٢	٢	٢	٢	٢
2 - Medium EUV	£13.000.000	per ha	(previously developed - o	offices)	
£4.000	(1)	(⁽¹⁾	(<u></u>	(•
£5.000	٢	O	٢	٢	0
£6.000	٢	٢	٢	٢	0
£7.000	٢	O	٢	٢	0
£8.000	٢	٢	٢	٢	0
£9,000	٢	٢	٢	٢	0
£10.000	٢	٢	٢	٢	0
£11.000	٢	O	٢	٢	0
£12.000	٢	٢	٢	٢	0
£13.000	<u> </u>	<u></u>	٢	٢	0
· · · · · · · · · · · · · · · · · · ·					
3 - LOW EUV	£10,400,000	per na	(previously developed -	low end residential)	O
£4,000				0	<u> </u>
£5,000				0	
£6,000				0	
£7,000				0	
£8,000				<u> </u>	 ©
£9,000				0	
£10,000				<u> </u>	 ©
£12,000				0	0
£13,000			0	Ö	0
113,000	Ŭ			U	
4 - Lower EUV	£3,900,000	per ha	(previously developed -	community uses)	
£4,000	<u></u>	<u></u>	<u></u>	O	٢
£5,000	<u> </u>	<u></u>	<u></u>	0	<u></u>
£6,000	<u> </u>	٢	0	٢	٢
£7,000	٢	٢	٢	٢	٢
£8,000	٢	٢	٢	٢	©
£9,000	٢	٢	٢	٢	٢
£10,000	0	٢	0	٢	0
£11,000	٢	٢	٢	٢	0
£12,000	٢	٢	0	٢	0
£13,000	۲	O	0	٢	0

£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	
	Build cost per ha	£4,410,000	£7,595,000	£14,787,500	£22,728,000	£28,785,900	ī
workings	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715	cost per ha / units per ha
	Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779	plus CSH per unit
	Build cost PU plus PO	£144,064	£126,564	£131,814	£131,704	£128,779	plus s106 per unit
	Build cost PU plus DP	£172,877	£151,877	£158,177	£158,045	£154,535	times DP
	Total cost per unit	£172,877	£151,877	£158,177	£158,045	£154,535	1
	Total build cost pm	£1,921	£2,170	£2,433	£2,634	£2,810	inc. PO, CSH, DP
Sales value per site with	n 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 proft per Sales Value psm £4,000	r site with 3 units	£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	h 3 units - before consideri	ng EUV					
Sales Value psm		6564 270	6204.270	COOF 470	62.45.066	6406 206	
£4,000		£561,370	£384,370	£305,470	£245,866	£196,396	
£5,000		£831,370	£594,370	£500,470	£425,800	£301,390	
E0,000		£1,101,370 (1,271,270	£604,570	1095,470	1005,600	L320,390	
£7,000		£1,371,370	£1,014,570	1090,470	L/05,000	1091,390	
£8,000		£1,641,370	£1,224,370	£1,085,470	£905,800	£850,390	
£9,000		£1,911,370 £2,101,270	£1,454,370	£1,200,470	£1,145,800 £1,225,966	£1,021,390	
£10,000		£2,161,370 £3,451,370	£1,044,370 £1,854,270	£1,475,470	£1,523,800 £1,505,966	£1 351 306	
£17,000 £17,000		£2,431,370 £3,731,370	£2 064 270	£1 865 170	£1 685 866	£1 516 206	
£12,000		£2,721,370 £2,901,370	£2,004,370	£2 060 470	£1 865 866	£1 681 306	
113,000		12,331,370	12,2/4,3/0	12,000,470	11,000,000	1,001,390	

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

	35 /na	70 /ha	130 /ha	200 /ha	260 /ha
1 - High Resi FLIV	£19 500 000 pe	r ha	(previously developed - bi	gh end residential)	
Sales Value psm	213,300,000 pc		(previously developed in	girena residentialy	
f4.000	£34.870	-£25,130	-f74.780	-£105.134	-£125.354
£5.000	£304.870	£184.870	£120.220	£74,866	£39.646
f6.000	£574.870	£394.870	£315.220	£254,866	£204.646
£7,000	f844.870	£604.870	£510,220	£434,866	£369.646
f8.000	f1.114.870	£814.870	£705.220	£614.866	£534.646
f9.000	f1.384.870	f1.024.870	£900.220	£794.866	£699.646
£10.000	f1.654.870	f1.234.870	f1.095.220	f974.866	£864.646
£11.000	f1.924.870	f1.444.870	f1.290.220	f1.154.866	£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
	, - ,	, ,	,,	,- ,	,,.
2 - Medium EUV	£13,000,000 pe	r ha	(previously developed - of	fices)	
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
2 L 2 1511/					
3 - LOW RESI EUV	£10,400,000 pe	r na	(previously developed - lo	w end residential)	
Sales value psm					
64.000	6200 570	C4 CE 070	C100 CT0	650.666	624 706
£4,000	£280,570	£165,970	£102,670	£58,666	£24,796
£4,000 £5,000	£280,570 £550,570	£165,970 £375,970	£102,670 £297,670	£58,666 £238,666	£24,796 £189,796
£4,000 £5,000 £6,000	£280,570 £550,570 £820,570	£165,970 £375,970 £585,970	£102,670 £297,670 £492,670	£58,666 £238,666 £418,666	£24,796 £189,796 £354,796
£4,000 £5,000 £6,000 £7,000	£280,570 £550,570 £820,570 £1,090,570	£165,970 £375,970 £585,970 £795,970	£102,670 £297,670 £492,670 £687,670	£58,666 £238,666 £418,666 £598,666	£24,796 £189,796 £354,796 £519,796
£4,000 £5,000 £6,000 £7,000 £8,000	£280,570 £550,570 £820,570 £1,090,570 £1,360,570	£165,970 £375,970 £585,970 £795,970 £1,005,970	£102,670 £297,670 £492,670 £687,670 £882,670	£58,666 £238,666 £418,666 £598,666 £778,666	£24,796 £189,796 £354,796 £519,796 £684,796
£4,000 £5,000 £6,000 £7,000 £8,000 £9,000	£280,570 £550,570 £820,570 £1,090,570 £1,360,570 £1,630,570	£165,970 £375,970 £585,970 £795,970 £1,005,970 £1,215,970	£102,670 £297,670 £492,670 £687,670 £882,670 £1,077,670	£58,666 £238,666 £418,666 £598,666 £778,666 £958,666	£24,796 £189,796 £354,796 £519,796 £684,796 £849,796
£4,000 £5,000 £6,000 £7,000 £8,000 £9,000 £10,000	£280,570 £550,570 £1,090,570 £1,360,570 £1,360,570 £1,630,570 £1,900,570	£165,970 £375,970 £585,970 £795,970 £1,005,970 £1,215,970 £1,425,970	£102,670 £297,670 £492,670 £687,670 £882,670 £1,077,670 £1,272,670	£58,666 £238,666 £418,666 £598,666 £778,666 £958,666 £1,138,666	£24,796 £189,796 £354,796 £519,796 £684,796 £849,796 £1,014,796
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£4,000 £5,000 £6,000 £7,000 £8,000 £9,000 £10,000 £11,000 £12,000	£280,570 £550,570 £1,090,570 £1,360,570 £1,360,570 £1,300,570 £2,170,570 £2,440,570	£165,970 £375,970 £585,970 £795,970 £1,005,970 £1,215,970 £1,425,970 £1,635,970 £1,845,970	£102,670 £297,670 £492,670 £687,670 £882,670 £1,077,670 £1,272,670 £1,467,670 £1,462,670	£58,666 £238,666 £418,666 £598,666 £978,666 £1,138,666 £1,138,666 £1,318,666 £1,498,666	£24,796 £189,796 £354,796 £684,796 £849,796 £1,014,796 £1,179,796 £1,344,796
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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)	
£4,000	e	e	8	8	8
£5,000	e	e	٢	٢	(
£6,000	٢	0	٢	٢	0
£7,000	٢	0	٢	٢	0
£8,000		O	٢	٢	0
£9,000	©	O	٢	٢	٢
£10,000	٢	0	٢	٢	0
£11,000	٢	0	٢	٢	0
£12,000	٢	O	٢	٢	0
£13,000	٢	٢	٢	٢	٢
2 - Medium EUV	£13,000,000	per ha	(previously developed - o	offices)	
£4,000	•		· · · · · · · · · · · · · · · · · · ·	e	(
£5,000	©	0	٢	٢	٢
£6,000	٢	0	0	٢	0
£7,000	©	0	٢	٢	٢
£8,000	٢	0	0	٢	0
£9,000	©	0	٢	٢	٢
£10,000	٢	0	0	٢	0
£11,000	©	0	٢	٢	٢
£12,000	©	0	0	٢	٢
£13,000	©	O	0	٢	٢
3 - Low FLIV	£10,400,000	ner ha	(previously developed -	low end residential)	
£4 000	©				()
£5.000		0	0	©	0
£6.000			<u></u>	<u></u>	0
£7.000	<u> </u>	0	<u></u>	<u></u>	0
£8.000			<u></u>	<u></u>	0
£9,000	٢	٢	٢	٢	٢
£10.000	٢	٢	٢	٢	٢
£11,000	٢	٢	٢	٢	٢
£12,000	٢	٢	٢	٢	٢
£13,000	٢	O	0	٢	٢
4 - Lower EUV	£3.900.000	per ha	(previously developed -	community uses)	
£4,000	O	©	Ü (O)	O	٢
£5,000	٢	0	٢	٢	٢
£6,000	٢	0	0	٢	٢
£7,000	٢	0	0	٢	٢
£8,000	٢	0	0	٢	٢
£9,000	©	0	0	٢	٢
£10,000	©	©	0	٢	٢
£11,000		O	0	٢	٢
£12,000	©	0	0	٢	٢
£13,000		O	O	٢	٢

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		

							_
	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	ī
workings	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715	cost per ha / units per ha
	Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779	plus CSH per unit
	Build cost PU plus PO	£144,064	£126,564	£131,814	£131,704	£128,779	plus s106 per unit
	Build cost PU plus DP	£172,877	£151,877	£158,177	£158,045	£154,535	times DP
	Total cost per unit	£172,877	£151,877	£158,177	£158,045	£154,535	1
	Total build cost pm	£1,921	£2,170	£2,433	£2,634	£2,810	inc. PO, CSH, DF
Sales value per site witl	h 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 proft per	r 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	h 6 units - before consideri	ng 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	

£10,000 per unit

£8,064 per unit

No

20.0%

6

PO CSH

Grant

DP

Units

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 Resi FUIV		£19 500 000	ner ha	(previously developed	- high and residential		
Sales Value psm		115,500,000	per na	(previously developed	- nigh end residential,		
£4.000		£69.739	-£50.261	-£149.56	1 -£210.269	-£250.709	
£5.000		£609.739	£369.739	£240.43	9 £149.731	£79.291	
£6.000		f1.149.739	£789.739	£630.43	9 £509.731	£409.291	
£7.000		£1.689.739	£1.209.739	£1.020.43	9 £869.731	£739.291	
£8.000		£2.229.739	£1.629.739	£1,410,43	9 £1.229.731	£1.069.291	
£9.000		£2.769.739	£2.049.739	£1.800.43	9 £1.589.731	£1.399.291	
£10,000		£3,309,739	£2,469,739	£2,190,43	9 £1,949,731	£1,729,291	
£11,000		£3,849,739	£2,889,739	£2,580,43	9 £2,309,731	£2,059,291	
£12,000		£4,389,739	£3,309,739	£2,970,43	9 £2,669,731	£2,389,291	
£13,000		£4,929,739	£3,729,739	£3,360,43	9 £3,029,731	£2,719,291	
2 Mardium FUN		c12 000 000		(- ((:)		
2 - Medium EUV		£13,000,000	per na	(previously developed	- offices)		
Sales value psili		C420 720	(222 720	C102.02	0 02 721	cac 200	
£4,000		£420,739	EZZZ,/39	E105,95	9 E25,751	-130,209	
E5,000		1900,739	1042,739 (1.062,730	E495,95		£295,791 (633-701	
£0,000		£1,500,739	£1,002,739 £1,493,720	E003,93	5 £/45,/51	£023,791 £052 701	
£7,000		£2,040,739	£1,462,739	£1,273,95	9 £1,105,751	£955,791 £1 292 701	
£0,000		£2,360,735	£2 222 720	£2 052 020	5 £1,403,731	£1 612 701	
£10,000		£3,120,735	£2,322,733	£2,033,55	5 L1,023,731	£1 042 701	
£11,000		£4 200 720	£2,742,735	£2,443,55	L2,103,731	£2 272 701	
£12,000		£4,200,735	£2 E92 720	£2,033,53	5 L2,343,731	£2,273,791	
£12,000		£5 280 739	£4 002 739	£3,223,55	f 12,503,731	£2,003,791	
115,000		13,200,733	14,002,733	15,015,55	5 15,205,751	12,555,751	
3 - Low Resi EUV		£10,400,000	per ha	(previously developed - low end residential)			
Sales Value psm							
£4,000		£561,139	£331,939	£205,33	9 £117,331	£49,591	
£5,000		£1,101,139	£751,939	£595,33	9 £477,331	£379,591	
£6,000		£1,641,139	£1,171,939	£985,33	9 £837,331	£709,591	
£7,000		£2,181,139	£1,591,939	£1,375,33	9 £1,197,331	£1,039,591	
£8,000		£2,721,139	£2,011,939	£1,765,33	9 £1,557,331	£1,369,591	
£9,000		£3,261,139	£2,431,939	£2,155,33	9 £1,917,331	£1,699,591	
£10,000		£3,801,139	£2,851,939	£2,545,33	9 £2,277,331	£2,029,591	
£11,000		£4,341,139	£3,271,939	£2,935,33	9 £2,637,331	£2,359,591	
£12,000		£4,881,139	£3,691,939	£3,325,33	9 £2,997,331	£2,689,591	
£13,000		£5,421,139	£4,111,939	£3,715,33	9 £3,357,331	£3,019,591	
4 Januar 510/		c2 000 000		(
4 - Lower EUV		£3,900,000	per na	(previously developed	- community uses)		
falles value psill		£012 130	£604 030	£458 83	D £251 331	£264.091	
£5,000		£1 452 139	£1 024 030	£8/8 83	5 £711 331	£504,091	
£5,000		£1,432,135	£1 444 020	L040,03	5 L/11,331	£034,091	
£7,000		£7,592,135	£1 864 020	£1 678 83		£1 254 001	
£8 000		£3 077 130	£7 78/ 020	£2 018 83		£1 584 001	
£0,000		£3,612,135	£2 70/ 020	£2,010,03		£1 914 001	
£10,000		£4 157 120	£2,704,939	£2,400,00	f f 2 5 1 1 2 2 1	£2 244 001	
£11,000		£4 697 139	£3 544 939	£3 188 83	9 £2,511,551	£2,244,001	
£12,000		f5 222 120	£3 964 939	£3 578 83	9 £3,231,331	£2,904,091	
£13,000		£5,772 139	£4,384 939	£3,968,83	9 £3.591.331	£3,234,091	
113,000		23,772,133	2 1,00 1,000	23,500,05		20,20 .,001	

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)	
£4,000	e	(8	8	8
£5,000	e	e	٢	٢	(
£6,000	©	O	3	٢	0
£7,000	©	O	0	٢	٢
£8,000	©	O	©	()	٢
£9,000	©	٢	0	٢	٢
£10,000	©	O	0	٢	0
£11,000	©	O	0	٢	٢
£12,000	©	O	O	O	G
£13,000	٢	٢	٢	٢	0
2 - Medium EUV	£13,000,000	per ha	(previously developed - o	offices)	
£4,000	e	. 😑	· · · · ·	e	۲
£5,000	٢	٢	٢	٢	٢
£6,000	©	O	3	٢	0
£7,000	©	٢	٢	٢	٢
£8,000	©	O	3	٢	0
£9,000	٢	٢	٢	٢	٢
£10,000	©	O	3	٢	0
£11,000	©	٢	٢	٢	٢
£12,000	©	O	3	٢	0
£13,000	٢	O	0	\odot	٢
3 - Low FUV	£10,400,000	ner ha	(previously developed -	low end residential)	
£4.000	0				e
£5,000		0	<u> </u>	<u></u>	0
£6.000			<u> </u>	<u></u>	0
£7,000		0	<u> </u>	<u></u>	Ö
£8.000			<u> </u>	<u></u>	0
£9.000		0	0	0	0
f10.000	O	O	٢	٢	0
£11.000	۲	O	٢	٢	0
£12,000	٢	٢	٢	٢	٢
£13,000	٢	٢	0	٢	٢
4 - Lower EUV	£3,900,000	per ha	(previously developed -	community uses)	
£4.000	<u> </u>	O	(p	O	٢
£5.000		0	0	0	0
£6.000	٢	٢	٢	٢	0
£7.000		0	0	0	0
£8.000	0	0	0	٢	0
£9,000	0	0	0	٢	٢
£10,000	٢	٢	٢	٢	٢
£11,000	٢	٢	٢	٢	٢
£12,000	٢	٢	٢	٢	٢
£13,000	٢	٢	O	٢	٢

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

							-
	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	
workings	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715	cost per ha / units per ha
	Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779	plus CSH per unit
	Build cost PU plus PO	£144,064	£126,564	£131,814	£131,704	£128,779	plus s106 per unit
	Build cost PU plus DP	£172,877	£151,877	£158,177	£158,045	£154,535	times DP
	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	inc. PO, CSH, DP
		-					
Sales value per site wit	h 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	0	£4,860,000	£3,780,000	£3,510,000	£3,240,000	£2,970,000	
£7,000	0	£5,670,000	£4,410,000	£4,095,000	£3,780,000	£3,465,000	
£8,000	0	£6,480,000	£5,040,000	£4,680,000	£4,320,000	£3,960,000	
£9,000	0	£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 proft pe	er 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	
l and value ner nlot wit	h 9 units - hefore considerir	ng FLIV					
Sales Value nsm		5 201					
f4 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	f1.084.187	
£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	

 PO
 £10,000 per unit

 CSH
 £8,064 per unit

 Grant
 No

 DP
 20.0%

 Units
 9

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

RLVs less existing use v	alue	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
1 High Paci EUV		£10 E00 000 p	ar ha	(proviously dovoloped	high and residential)	
Sales Value nsm		115,500,000 pe		(previously developed -	ingli enu residential)	
f4 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	£1,104,005	£1 530 659	£1 304 597	£1 108 937
£8,000		£3 344 609	£2,014,005	£2 115 659	£1,504,597	£1 603 937
£9,000		£4 154 609	£3,074,609	£2,115,655	£2 384 597	£2 098 937
£10,000		£4 964 609	£3 704 609	£3,285,659	£2,901,597	£2 593 937
£11,000		£5 774 609	£4 334 609	£3,205,055	£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
210,000		27,000 1,000	20,000,0000	20,010,000	2 1,5 1 1,557	2 1,07 0,557
2 - Medium EUV		£13,000,000 pe	er ha	(previously developed -	offices)	
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
3 - Low Resi EUV		£10,400,000 pe	er ha	(previously developed -	low end residential)	
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
4 - Lower EUV		£3,900,000 pe	er ha	(previously developed -	community uses)	
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)	
£4,000	(e	8	8	8
£5,000	(e	0	٢	(
£6,000	٢	O	0	٢	0
£7,000	٢	0	0	٢	0
£8,000	٢	0	0	٢	0
£9,000	٢	0	0	٢	0
£10,000	٢	0	0	٢	0
£11,000	٢	0	0	٢	0
£12,000	٢	0	0	٢	0
£13,000	٢	O	٢	٢	0
2 - Medium EUV	£13.000.000	per ha	(previously developed -	offices)	
£4.000	((((0
£5,000	٢	٢	٢	٢	0
£6,000	٢	٢	٢	٢	0
£7,000	٢	٢	٢	٢	0
£8,000	٢	٢	٢	٢	٢
£9.000	٢	O	٢	٢	0
£10.000	٢	٢	٢	٢	0
£11.000	٢	O	٢	٢	0
£12.000	٢	0	٢	٢	0
£13,000	٢	٢	٢	٢	0
3 - LOW EUV	£10,400,000	per na		(C)	<u> </u>
£5,000			0		 ©
£5,000				0	0
£7,000			0		 ©
£8,000				0	0
£9,000		0	0	0	0
£10.000		0	0	Ö	0
£11,000		0	0	0	0
£12,000	 ©	0	0	0	0
£13,000		0		©	0
			· · · · · ·		
4 - Lower EUV	£3,900,000	per ha	(previously developed -	community uses)	0
£4,000					00
£5,000					90
£6,000					
£7,000				<u> </u>	0
£8,000					
£9,000				<u> </u>	0
£10,000					
£11,000					0
£12,000					0
£13,000	<u> </u>		0		O

PO

CSH

Grant

DP

Units

£15,000 per unit

£8,064 per unit

No

20.0%

1

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

	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	
workings	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715	cost per ha / units per ha
	Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779	plus CSH per unit
	Build cost PU plus PO	£149,064	£131,564	£136,814	£136,704	£133,779	plus s106 per unit
	Build cost PU plus DP	£178,877	£157,877	£164,177	£164,045	£160,535	times DP
	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	inc. PO, CSH, DP
Sales value per site wit	h 1 unit	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha	
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 proft pe	r 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	1	£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 wit	h 1 unit - before considering	g EUV					
Sales Value psm		-					
£4,000		£181,123	£122,123	£95,823	£75,955	£59,465	
£5,000	1	£271,123	£192,123	£160,823	£135,955	£114,465	
£6,000	1	£361,123	£262,123	£225,823	£195,955	£169,465	
£7,000	1	£451,123	£332,123	£290,823	£255,955	£224,465	
£8,000	1	£541,123	£402,123	£355,823	£315,955	£279,465	
£9,000	1	£631,123	£472,123	£420,823	£375,955	£334,465	
£10,000	1	£721,123	£542,123	£485,823	£435,955	£389,465	
£11,000	I	£811,123	£612,123	£550,823	£495,955	£444,465	
£12,000	1	£901,123	£682,123	£615,823	£555,955	£499,465	
£13,000	1	£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 valu	Je	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
1 - High Resi FLIV		£19 500 000 p	er ha	(previously developed	high and residential	
Sales Value nsm		115,500,000 p	erna	(previously developed	- night end residential	
f4.000		£5.623	-f14.377	-f30.927	-f41.045	-£47.785
£5.000		f95.623	£55.623	£34.073	f18.955	f7.215
£6,000		£185.623	£125 623	£99.073	£78.955	f62 215
£7,000		£275.623	f195.623	£164.073	f138.955	£117.215
£8.000		£365.623	£265.623	£229.073	f198.955	f172.215
£9.000		£455.623	£335.623	£294.073	f258.955	f227.215
£10.000		£545.623	£405.623	£359.073	f 318.955	f282.215
£11.000		f635.623	£475.623	£424.073	f 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
2 - Medium EUV		£13,000,000 p	er ha	(previously developed -	offices)	
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	£1/1,123	£141,323	5 £117,955	£97,965
£7,000		£334,123	£241,123	£206,323	£1/7,955	£152,965
£8,000		£424,123	£311,123	£2/1,323	£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
3 - Low Resi EUV		£10,400,000 p	er ha	(previously developed	- low end residential)	
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
4 - Lower FUV		f3.900.000 n	er ha	(previously developed	- community uses)	
Sales Value psm		20,000,000 p		(pretiouor) developed	connunty uses,	
£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	£525.47	£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)	
£4,000	(e	8	8	8
£5,000	(e	(((
£6,000	٢	O	0	٢	٢
£7,000	٢	0	٢	٢	0
£8,000	٢	O	0	٢	٢
£9,000	٢	0	٢	٢	٢
£10,000	٢	O	0	٢	٢
£11,000	٢	O	٢	٢	0
£12,000	٢	O	0	٢	0
£13,000	٢	٢	٢	٢	0
2 - Medium EUV	£13.000.000	per ha	(previously developed - o	offices)	
£4.000	(((<u></u>	(8
£5.000	٢	O	٢	٢	0
£6.000	٢	٢	٢	٢	0
£7.000	٢	O	٢	٢	0
£8.000	٢	٢	٢	٢	0
£9,000	٢	٢	٢	٢	0
£10.000	٢	٢	٢	٢	0
£11.000	٢	O	٢	٢	0
£12.000	٢	٢	٢	٢	0
£13,000	٢	٢	٢	٢	0
3 - LOW EUV	£10,400,000	per na	(previously developed -	low end residential)	<u>0</u>
£4,000				0	<u> </u>
£5,000				0	
£6,000				0	0
£7,000				0	
£8,000				<u> </u>	 ©
£9,000				0	
£10,000				<u> </u>	 ©
£12.000				0	0
£13,000			0	Ö	0
113,000	Ŭ			U	
4 - Lower EUV	£3,900,000	per ha	(previously developed -	community uses)	
£4,000	<u> </u>	<u></u>	<u></u>	٢	<u></u>
£5,000	<u> </u>	<u></u>	<u></u>	0	<u></u>
£6,000	<u> </u>	٢	0	٢	٢
£7,000	٢	٢	٢	٢	٢
£8,000	O	O	<u></u>	O	٢
£9,000	٢	٢	٢	٢	٢
£10,000	٢	٢	٢	٢	0
£11,000	٢	٢	٢	٢	Ö
£12,000	0	٢	0	٢	0
£13,000	\odot	O	0	٢	0

£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

	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	1
workings	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715	cost per ha / units per ha
	Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779	plus CSH per unit
	Build cost PU plus PO	£149,064	£131,564	£136,814	£136,704	£133,779	plus s106 per unit
	Build cost PU plus DP	£178,877	£157,877	£164,177	£164,045	£160,535	times DP
	Total cost per unit	£178,877	£157,877	£164,177	£164,045	£160,535	1
	Total build cost pm	£1,988	£2,255	£2,526	£2,734	£2,919	inc. PO, CSH, DP
Sales value per site wit	h 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 proft pe	r site with 3 units						
Sales Value psm							
£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 wit	h 3 units - before consideri	ng EUV					
Sales Value psm							
£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	

SUSPC

£15,000 per unit

£8,064 per unit

No

20.0%

3

PO CSH

Grant

DP

Units

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 Resi FUV	£19 500 000 pc	er ha	(previously developed - h	igh end residential)	
Sales Value psm	213,300,000 p		(previously developed in	ingli enu residential)	
f4.000	£16.870	-f43.130	-f92.780	-£123.134	-£143.354
£5.000	£286.870	f166.870	f102.220	£56.866	f21.646
£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	£1,050,070	£1,006,870	£882 220	£776.866	£681 646
£10,000	£1,500,570	£1 216 870	£1 077 220	£956.866	£846 646
£10,000	£1,050,570	£1 426 870	£1,077,220 £1,272,220	£1 136 866	£1 011 646
£12,000	£2,176,870	£1 636 870	£1,467,220	£1 316 866	£1,011,010
£12,000	£2,446,870	£1 846 870	£1,407,220 £1,662,220	£1,496,866	£1,17,0,040
210,000	22,110,070	22,010,070	11,001,110	21,150,000	21,5 11,6 10
2 - Medium EUV	£13,000,000 p	er ha	(previously developed - of	ffices)	
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
3 - Low Resi EUV	£10,400,000 p	er ha	(previously developed - le	ow end residential)	
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
4 - Lower EUV	£3,900,000 p	er ha	(previously developed - c	ommunity uses)	
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)	
£4,000	(1)	e	8	8	ග
£5,000	(e	(((<u>(</u>)
£6,000	٢	٢	O	٢	0
£7,000	٢	0	٢	٢	0
£8,000	٢	٢	O	٢	0
£9,000	٢	0	٢	٢	0
£10,000	٢	٢	O	٢	0
£11,000	٢	٢	٢	٢	0
£12,000	٢	٢	٢	٢	0
£13,000	٢	٢	٢	٢	٩
2 - Medium EUV	£13,000,000	per ha	(previously developed -	offices)	
£4,000	(e	(1)	(1)	8
£5,000	٢	0	٢	٢	٢
£6,000	٢	0	٢	©	0
£7,000	٢	O	٢	٢	0
£8,000	٢	O	٢	O	0
£9,000	٢	0	٢	٢	٢
£10,000	٢	0	٢	٢	0
£11,000	٢	0	٢	٢	٢
£12,000	٢	O	0	O	0
£13,000	٢	٢	٢	٢	0
a - Low FUV	£10.400.000	ner ha	(previously developed -	low and residential)	
£4 000	(3)				<u> </u>
£5,000	Ö	0		Ö	Ö
£6,000	0		0	<u></u>	0
£7.000	0		0	<u></u>	Ö
£8.000	<u> </u>	0	0	<u></u>	0
£9.000	O	O	٢	٢	0
£10.000	O	0	٢	٢	0
£11,000	٢	٢	٢	٢	0
£12,000	٢	٢	٢	٢	٢
£13,000	٢	٢	٢	٢	٢
4 - Lower EUV	£3.900.000	per ha	(previously developed -	community uses)	
£4.000	O	©	Ü (O)	O	٢
£5,000	٢	٢	٢	٢	0
£6,000	٢	٢	٢	٢	٢
£7,000	٢	٢	٢	٢	٢
£8,000	٢	٢	٢	٢	٢
£9,000	۲	٢	٢	٢	٢
£10,000	٢	٢	٢	٢	٢
£11,000	٢	٢	٢	٢	٢
£12,000	٢	3	3	٢	٢
£13,000		O		٢	0

РО

CSH

Grant

DP

Units

£15,000 per unit

£8,064 per unit

No

20.0%

6

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

	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	
workings	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715	cost per na / units per na
	Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779	plus CSH per unit
	Build cost PU plus PO	£149,064	£131,564	£136,814	£136,704	£133,779	plus s106 per unit
	Build cost PU plus DP	£1/8,8//	£157,877	£164,177	£164,045	£160,535	times DP
	l otal cost per unit	£1/8,8//	£157,877	£164,177	£164,045	£160,535	
	Total build cost pm	£1,988	£2,255	£2,526	£2,734	£2,919	inc. PO, CSH, DP
Sales value per site wit	h 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 proft pe Sales Value psm	r site with 6 units	£1 073 261	£947 261	£985.061	£984 269	£963 209	
£5,000)	£1,073,261	£947,201	£985.061	£984 269	£963,209	
£6.000)	f1 073 261	£947 261	£985,061	£984 269	£963,209	
£7,000)	f1 073 261	£947 261	£985,061	£984 269	£963,209	
£8.000)	f1.073.261	f947.261	£985.061	£984.269	£963,209	
£9,000)	f1 073 261	f947 261	£985.061	£984 269	£963,209	
£10.000)	f1.073.261	f947.261	£985.061	£984.269	£963,209	
£11.000)	f1.073.261	f947.261	£985.061	£984.269	£963,209	
f12.000)	f1.073.261	f947.261	f985.061	f984.269	£963.209	
£13.000)	f1.073.261	f947.261	f985.061	f984.269	£963.209	
Land value per plot wit	h 6 units - before considerir	ng EUV	- , -		,	,	
fr non		£1 026 730	£732 730	£574 030	£455 731	£356 701	
£5,000)	£1,080,735	£1 152,739	£064.030	£815 731	£686 701	
£6.000)	£2 166 730	£1,132,739 £1,572,739	£1 354 030	£1 175 731	£1 016 791	
£7.000	,)	£2,100,739	£1 992 720	£1,534,539 £1,744,020	£1 535 721	£1 346 701	
£2,000)	£2,700,755	£2 412 720	£2 124 020	£1 905 721	£1 676 701	
£0,000	,)	£3,240,739	£2,412,739	£2,134,939	£2 255 721	£2 006 701	
£9,000		L3,/80,/39	E2,032,739	E2,324,939	£2,233,731	£2,000,791	
£10,000		14,520,739	E3,232,739	E2,914,939	£2,015,/31	£2,550,791	
£11,000		E4,000,/39	£3,072,739	E3,304,939	£2,975,731	£2,000,791	
£12,000		E3,400,739	E4,092,739	E3,094,939	L3,333,/31	£2,990,791	
£15,000	,	10,940,/39	14,312,739	£4,064,939	13,095,751	13,320,791	

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
1 - High Resi FLIV	£19 500 000 pc	ar ha	(previously developed - bi	igh and residential)	
Sales Value nsm	£15,500,000 pe	ci ild	(previously developed - In	ign enu residential)	
£4.000	£33.739	-£86.261	-£185.561	-£246.269	-£286.709
£5,000	£573,739	£333,739	£204.439	f113.731	£43,291
£6.000	f1.113.739	£753.739	£594,439	f473.731	£373.291
£7,000	£1 653 739	£1 173 739	£984 439	£833 731	£703 291
f8.000	f2.193.739	£1,593,739	£1.374.439	£1.193.731	f1.033.291
£9,000	f2.733.739	f2.013.739	£1,764,439	£1.553.731	£1.363.291
£10.000	f3.273.739	f2.433.739	f2.154.439	£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
2 - Medium EUV	£13,000,000 pe	er ha	(previously developed - of	fices)	
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
3 - Low Resi EUV	£10,400,000 pe	er ha	(previously developed - lo	w end residential)	
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
4 - Lower EUV	£3,900,000 pe	er ha	(previously developed - co	ommunity uses)	
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)	
£4,000	e	e	8	8	8
£5,000	e	((((
£6,000	٢	O	0	٢	٢
£7,000	٢	٢	٢	٢	٢
£8,000	٢	٢	٢	٢	٢
£9,000	٢	٢	٢	٢	٢
£10,000	٢	O	0	٢	٢
£11,000	٢	٢	٢	٢	٢
£12,000	٢	٢	٢	٢	٢
£13,000	٢	0	0	٢	٢
2 - Medium FUV	£13,000,000	per ha	(previously developed - c	offices)	
£4,000	((<u></u>	8
£5,000	0	0	0	0	0
£6,000	0	0	0	0	0
£7,000	<u> </u>	0	Ö	Ö	0
£8,000	0	0	0	0	0
£9,000	0	0	0	Ö	0
£10,000	 ©	0	0	0	0
£11,000	0	0	0	Ö	0
£12,000	0	0	0	0	0
£12,000	<u> </u>	0	Ö	Ö	0
3 - Low EUV	£10,400,000	per ha	(previously developed -	low end residential)	
£4,000					
£5,000					0
£6,000					0
£7,000					0
£8,000				<u> </u>	0
£9,000					0
£10,000					0
£11,000					0
£12,000			©	O	0
±13,000					
4 - Lower EUV	£3,900,000	per ha	(previously developed -	community uses)	_
£4,000	<u> </u>	<u></u>	0	٢	٢
£5,000	<u> </u>	<u></u>	<u></u>	٢	٢
£6,000	<u> </u>	<u></u>	0	٢	٢
£7,000	<u> </u>	٢	0	٢	0
£8,000	<u></u>	0	0	٢	0
£9,000	<u></u>	٢	0	٢	0
£10,000	<u></u>	0	0	٢	0
£11,000	<u></u>	٢	0	٢	0
£12,000			0	٢	()
£13,000	O	٢	٢	٢	٢

РО

CSH

Grant

DP

Units

£15,000 per unit

£8,064 per unit

No

20.0%

9

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

							-
	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	
workings	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715	cost per ha / units per ha
	Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779	plus CSH per unit
	Build cost PU plus PO	£149,064	£131,564	£136,814	£136,704	£133,779	plus s106 per unit
	Build cost PU plus DP	£178,877	£157,877	£164,177	£164,045	£160,535	times DP
	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	inc. PO, CSH, DP
Colos volus nor sito wit	h O unite	35 /ba	70 /ba	130 /ba	200 /ba	260 /ba	
Sales value per site wit	n 9 units	55/lia	70711a	150/118	2007118	2007118	
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 proft pe	r 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	
1	h 0	- 518/					
Land value per plot wit	n 9 units - before considerir	ig EUV					
Sales value psm		61 630 100	C1 000 100	COC2 400	CC02 507	CE2E 107	
£4,000		£1,630,109	£1,099,109	1002,409	E005,597	£353,167	
E5,000		£2,440,109	£1,729,109 C2 250 100	£1,447,409	E1,223,397	£1,050,167	
±0,000		±3,250,109	E2,359,109	£2,032,409	E1,/03,59/	£1,525,187	
£7,000		14,000,109	E2,969,109	E2,017,409	E2,303,397	12,020,187	
£8,000		±4,870,109	£3,019,109	£3,202,409	£2,843,597	£2,515,187	
£9,000		±5,080,109	£4,249,109	±3,787,409	£3,383,597	£3,010,187	
±10,000		±0,490,109	±4,879,109	£4,372,409	±3,923,597	£3,505,187	
£11,000		£7,500,109	E5,509,109	14,957,409 15 542 400	£5,002 507	£4,000,187	
£12,000		E0,110,109	10,159,109	L3,342,409		£4,493,187	
£13,000	,	10,920,109	IO,/09,109	ID,127,409	ID,040,097	£4,990,187	

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

	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
1 - High Resi FUV	£19 500 000 pe	rha	(previously developed - h	igh and residential)	
Sales Value nsm	115,500,000 pe	1 110	(previously developed -)	ingir enu residential)	
f4.000	£50.609	-£129.391	-f278.341	-£369.403	-£430.063
£5.000	£860.609	£500.609	£306.659	£170.597	£64.937
£6,000	f1.670.609	f1.130.609	£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
2 - Medium EUV	£13,000,000 pe	er ha	(previously developed - o	ffices)	
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
115,000	,,			,=,==.	,= .,=.
3 - Low Resi EUV	£10,400,000 pe	r ha	(previously developed - I	ow end residential)	, ,
3 - Low Resi EUV Sales Value psm	£10,400,000 pe	r ha	(previously developed - I	ow end residential)	,,
3 - Low Resi EUV Sales Value psm £4,000	£10,400,000 pe	er ha £443,909	(previously developed - I	ow end residential) £121,997	£20,387
3 - Low Resi EUV Sales Value psm £4,000 £5,000	£10,400,000 pe £787,709 £1,597,709	£443,909 £1,073,909	(previously developed - I £254,009 £839,009	e , , , , , , , , , , , , , , , , , , ,	£20,387 £515,387
3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000	£10,400,000 pe £787,709 £1,597,709 £2,407,709	£443,909 £1,073,909 £1,703,909	(previously developed - I £254,009 £839,009 £1,424,009	e ,, , , , , , , , , , , , , , , , , ,	£20,387 £515,387 £1,010,387
3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000 £7,000	£10,400,000 pe £787,709 £1,597,709 £2,407,709 £3,217,709	£443,909 £1,073,909 £1,703,909 £2,333,909	(previously developed - I £254,009 £839,009 £1,424,009 £2,009,009	e, y, y, e, y, e, y, y, e, y, e, y, e, y, y, e, y, y, e, y, y, e, y,	£20,387 £515,387 £1,010,387 £1,505,387
3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000 £7,000 £8,000	£10,400,000 pe £787,709 £1,597,709 £2,407,709 £3,217,709 £4,027,709	£443,909 £1,073,909 £1,703,909 £2,333,909 £2,963,909	(previously developed - I £254,009 £839,009 £1,424,009 £2,009,009 £2,594,009	f121,997 f661,997 f1,201,997 f1,741,997 f2,281,997	£20,387 £515,387 £1,010,387 £1,505,387 £2,000,387
3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000 £7,000 £8,000 £9,000	£10,400,000 pe £787,709 £1,597,709 £2,407,709 £3,217,709 £4,027,709 £4,837,709	£443,909 £1,073,909 £1,703,909 £2,333,909 £2,963,909 £3,593,909	(previously developed - I £254,009 £839,009 £1,424,009 £2,009,009 £2,594,009 £3,179,009	f121,997 f661,997 f1,201,997 f1,741,997 f2,281,997 f2,281,997	£20,387 £515,387 £1,505,387 £2,000,387 £2,495,387
3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000 £8,000 £8,000 £9,000 £10,000	£10,400,000 pe £787,709 £1,597,709 £2,407,709 £3,217,709 £4,027,709 £4,837,709 £5,647,709	£443,909 £1,073,909 £1,703,909 £2,333,909 £2,963,909 £3,593,909 £4,223,909	(previously developed - I £254,009 £839,009 £1,424,009 £2,099,009 £2,594,009 £3,179,009 £3,764,009	£121,997 £661,997 £1,201,997 £1,741,997 £2,281,997 £2,821,997 £3,361,997	£20,387 £515,387 £1,010,387 £2,000,387 £2,495,387 £2,990,387
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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)	
£4,000	e	e	8	8	8
£5,000	e	((((
£6,000	٢	O	0	٢	٢
£7,000	٢	٢	٢	٢	٢
£8,000	٢	٢	٢	٢	٢
£9,000	٢	٢	٢	٢	٢
£10,000	٢	O	0	٢	٢
£11,000	٢	٢	٢	٢	٢
£12,000	٢	٢	٢	٢	٢
£13,000	٢	0	0	٢	٢
2 - Medium FUV	£13,000,000	per ha	(previously developed - c	offices)	
£4,000	((<u></u>	8
£5,000	0	0	0	0	0
£6,000	0	0	0	0	0
£7,000	<u> </u>	0	Ö	Ö	0
£8,000	0	0	0	0	0
£9,000	0	0	0	Ö	0
£10,000	©	0	0	0	0
£11,000	0	0	0	Ö	0
£12,000	0	0	0	0	0
£12,000	<u> </u>	0	Ö	Ö	0
3 - Low EUV	£10,400,000	per ha	(previously developed -	low end residential)	
£4,000					
£5,000					0
£6,000				<u> </u>	0
£7,000					0
£8,000				<u> </u>	0
£9,000					0
£10,000					0
£11,000					0
£12,000			©	O	0
±13,000					
4 - Lower EUV	£3,900,000	per ha	(previously developed -	community uses)	_
£4,000	<u> </u>	<u></u>	0	٢	٢
£5,000	<u> </u>	<u></u>	<u></u>	٢	٢
£6,000	<u> </u>	<u></u>	0	٢	٢
£7,000	<u> </u>	٢	0	٢	0
£8,000	<u></u>	0	0	٢	0
£9,000	<u></u>	٢	0	٢	0
£10,000	<u></u>	0	0	٢	0
£11,000	<u></u>	٢	0	٢	0
£12,000			0	٢	()
£13,000	O	٢	٢	٢	0

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

Cost and profit calculations - 1 unit

Density

ons - I unit					
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	
	Build cost per ha	£4,410,000	£7,595,000	£14,787,500	£22,728,000	£28,785,900	
workings	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715	cost per ha / units per ha
	Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779	plus CSH per unit
	Build cost PU plus PO	£139,064	£121,564	£126,814	£126,704	£123,779	plus s106 per unit
	Build cost PU plus DP	£162,705	£142,230	£148,372	£148,244	£144,821	times DP
	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	inc. PO, CSH, DP
Sales value per site wit	h 1 unit	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha	
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	£1,170,000	£910,000	£845,000	£780,000	£715,000	
Build cost plus proft pe Sales Value psm £4.000	r site with 1 unit	£162.705	f142.230	f148.372	f148.244	f144.821	
£5.000	1	£162.705	£142.230	£148.372	£148.244	£144.821	
£6,000	1	£162,705	£142,230	£148,372	£148,244	£144,821	
£7,000	1	£162,705	£142,230	£148,372	£148,244	£144,821	
£8,000	1	£162,705	£142,230	£148,372	£148,244	£144,821	
£9,000	1	£162,705	£142,230	£148,372	£148,244	£144,821	
£10,000	1	£162,705	£142,230	£148,372	£148,244	£144,821	
£11,000	1	£162,705	£142,230	£148,372	£148,244	£144,821	
£12,000	1	£162,705	£142,230	£148,372	£148,244	£144,821	
£13,000	1	£162,705	£142,230	£148,372	£148,244	£144,821	
Land value per plot wit	h 1 unit - before considerin	gEUV					
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	£1,007,295	£767,770	£696,628	£631,756	£570,179	

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

	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
1 High Dasi FUV	C10 E00 000 mor	ha	(provincely developed	high and residential)	
Sales Value nom	£19,500,000 per	na	(previously developed -	nigh end residential)	
54 000	£21 795	£1 270	-£15 122	-£25 244	-£32 071
£5,000	£111 795	£71 270	£49 878	£34 756	£22,071
£6,000	£201 795	£1/1,270	£11/ 878	£94,756	£77 020
£7,000	£201,755	£211 270	£170.878	£154,756	£132 020
£8,000	£291,755	£281 270	£21/ 878	£214,756	£187 020
£9,000	£471 795	£351,270	£300 878	£274,756	£242.020
£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
115,000	1031,733	1051,270	2505,070	1514,750	1402,525
2 - Medium EUV	£13,000,000 per	ha	(previously developed -	offices)	
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
3 - Low Resi EUV	£10,400,000 per	ha	(previously developed -	low end residential)	
3 - Low Resi EUV Sales Value psm	£10,400,000 per	ha	(previously developed -	low end residential)	
3 - Low Resi EUV Sales Value psm £4,000	£10,400,000 per £103,695	ha £64,970	£44,028	low end residential) £29,356	£17,979
3 - Low Resi EUV Sales Value psm £4,000 £5,000	£10,400,000 per £103,695 £193,695	ha £64,970 £134,970	£44,028 £109,028	low end residential) £29,356 £89,356	£17,979 £72,979
3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000	£10,400,000 per £103,695 £193,695 £283,695	ha £64,970 £134,970 £204,970	£44,028 £109,028 £174,028	low end residential) £29,356 £89,356 £149,356	£17,979 £72,979 £127,979
3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000 £7,000	£10,400,000 per £103,695 £193,695 £283,695 £373,695	ha £64,970 £134,970 £204,970 £274,970	(previously developed - £44,028 £109,028 £174,028 £239,028	low end residential) £29,356 £89,356 £149,356 £209,356	£17,979 £72,979 £127,979 £182,979
3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000 £7,000 £8,000	£10,400,000 per £103,695 £193,695 £283,695 £373,695 £463,695	ha £64,970 £134,970 £204,970 £274,970 £344,970	(previously developed - £44,028 £109,028 £174,028 £239,028 £304,028	low end residential) £29,356 £89,356 £149,356 £209,356 £269,356	£17,979 £72,979 £127,979 £182,979 £237,979
3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000 £7,000 £8,000 £9,000	£10,400,000 per £103,695 £193,695 £283,695 £373,695 £463,695 £553,695	ha £64,970 £134,970 £204,970 £274,970 £344,970 £414,970	(previously developed - £44,028 £109,028 £174,028 £239,028 £304,028 £369,028	low end residential) £29,356 £89,356 £149,356 £209,356 £269,356 £329,356 £329,356	£17,979 £72,979 £127,979 £182,979 £237,979 £292,979
3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000 £7,000 £8,000 £9,000 £10,000	£10,400,000 per £103,695 £193,695 £283,695 £373,695 £463,695 £553,695 £643,695	ha £64,970 £134,970 £204,970 £274,970 £344,970 £414,970 £484,970	(previously developed - £44,028 £109,028 £174,028 £239,028 £304,028 £369,028 £434,028	low end residential) £29,356 £89,356 £149,356 £209,356 £209,356 £329,356 £389,356	£17,979 £72,979 £127,979 £182,979 £237,979 £292,979 £347,979
3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000 £7,000 £8,000 £9,000 £10,000 £11,000	£10,400,000 per £103,695 £193,695 £283,695 £463,695 £553,695 £643,695 £733,695	ha £64,970 £134,970 £204,970 £274,970 £344,970 £414,970 £484,970 £554,970	(previously developed - £44,028 £109,028 £174,028 £239,028 £369,028 £369,028 £434,028 £499,028	low end residential) £29,356 £89,356 £149,356 £209,356 £269,356 £329,356 £389,356 £449,356	£17,979 £72,979 £127,979 £182,979 £237,979 £292,979 £347,979 £402,979
3 - Low Resi EUV Sales Value psm	£10,400,000 per £103,695 £193,695 £283,695 £373,695 £463,695 £643,695 £643,695 £733,695 £823,695	ha £64,970 £134,970 £204,970 £344,970 £414,970 £484,970 £554,970 £624,970	(previously developed - £44,028 £109,028 £174,028 £239,028 £304,028 £369,028 £434,028 £434,028 £499,028 £564,028	low end residential) £29,356 £89,356 £149,356 £209,356 £269,356 £329,356 £389,356 £449,356 £509,356	£17,979 £72,979 £127,979 £337,979 £237,979 £347,979 £402,979 £457,979
3 - Low Resi EUV Sales Value psm	£10,400,000 per £103,695 £193,695 £283,695 £373,695 £463,695 £643,695 £643,695 £733,695 £823,695 £913,695	ha £64,970 £134,970 £204,970 £274,970 £344,970 £414,970 £484,970 £554,970 £624,970 £694,970	(previously developed -	low end residential) £29,356 £89,356 £149,356 £209,356 £269,356 £329,356 £389,356 £449,356 £449,356 £509,356	f17,979 f72,979 f127,979 f182,979 f237,979 f292,979 f347,979 f402,979 f457,979 f512,979
3 - Low Resi EUV Sales Value psm	£10,400,000 per £103,695 £193,695 £283,695 £373,695 £463,695 £643,695 £643,695 £733,695 £823,695 £913,695	ha £64,970 £134,970 £204,970 £274,970 £344,970 £414,970 £554,970 £624,970 £694,970	(previously developed -	low end residential) £29,356 £89,356 £149,356 £209,356 £269,356 £389,356 £449,356 £449,356 £509,356 £569,356	f17,979 f72,979 f127,979 f182,979 f237,979 f292,979 f347,979 f402,979 f457,979 f512,979
3 - Low Resi EUV Sales Value psm	£10,400,000 per £103,695 £193,695 £283,695 £373,695 £463,695 £643,695 £733,695 £823,695 £913,695 £3,900,000 per	ha £64,970 £134,970 £204,970 £274,970 £344,970 £414,970 £484,970 £654,970 £654,970 £694,970 ha	(previously developed -	low end residential) £29,356 £89,356 £149,356 £209,356 £269,356 £329,356 £389,356 £449,356 £509,356 £509,356 £569,356	f17,979 f72,979 f127,979 f182,979 f237,979 f292,979 f447,979 f402,979 f457,979 f512,979
3 - Low Resi EUV Sales Value psm	£10,400,000 per £103,695 £193,695 £283,695 £463,695 £553,695 £643,695 £733,695 £823,695 £913,695 £3,900,000 per £162,195	ha £64,970 £134,970 £204,970 £274,970 £344,970 £444,970 £554,970 £654,970 £694,970 ha £110,470	(previously developed -	low end residential) £29,356 £89,356 £149,356 £209,356 £269,356 £329,356 £389,356 £449,356 £509,356 £509,356 £569,356 £569,356	f17,979 f72,979 f127,979 f182,979 f237,979 f232,979 f347,979 f402,979 f402,979 f457,979 f512,979
3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000 £7,000 £8,000 £10,000 £11,000 £11,000 £12,000 £13,000 4 - Lower EUV Sales Value psm £4,000 £5,000	£10,400,000 per £103,695 £193,695 £283,695 £463,695 £553,695 £643,695 £733,695 £823,695 £913,695 £3,900,000 per £162,195 £252,195	ha £64,970 £134,970 £204,970 £274,970 £414,970 £414,970 £4484,970 £554,970 £624,970 £694,970 ha	(previously developed -	low end residential) £29,356 £89,356 £149,356 £209,356 £269,356 £389,356 £449,356 £509,356 £569,356 community uses) £68,356 £128,356	£17,979 £72,979 £127,979 £182,979 £237,979 £347,979 £402,979 £402,979 £457,979 £512,979
3 - Low Resi EUV Sales Value psm	£10,400,000 per f103,695 f193,695 f283,695 f373,695 f463,695 f643,695 f733,695 f823,695 f913,695 £3,900,000 per f162,195 f252,195 f321 195	ha £64,970 £134,970 £204,970 £344,970 £344,970 £414,970 £554,970 £624,970 £694,970 ha £110,470 £180,470	(previously developed -	low end residential) £29,356 £89,356 £149,356 £209,356 £269,356 £329,356 £449,356 £509,356 £509,356 £569,356 £569,356 £128,356 £128,356 £128,356	£17,979 £72,979 £127,979 £337,979 £337,979 £347,979 £402,979 £457,979 £512,979 £108,729 £108,729 £108,729
3 - Low Resi EUV Sales Value psm	£10,400,000 per f103,695 f193,695 f283,695 f373,695 f463,695 f643,695 f733,695 f823,695 f913,695 f33,900,000 per f162,195 f252,195 f342,195 f432,195	ha £64,970 £134,970 £204,970 £274,970 £344,970 £414,970 £554,970 £624,970 £694,970 ha £110,470 £180,470 £250,470	(previously developed -	low end residential) £29,356 £89,356 £149,356 £209,356 £269,356 £329,356 £449,356 £449,356 £509,356 £569,356 community uses) £68,356 £128,356 £188,356 £188,356	f17,979 f72,979 f127,979 f182,979 f237,979 f292,979 f347,979 f402,979 f457,979 f512,979 f512,979 f108,729 f108,729 f163,729 f163,729
3 - Low Resi EUV Sales Value psm	£10,400,000 per £103,695 £193,695 £283,695 £373,695 £463,695 £643,695 £733,695 £823,695 £913,695 £3,900,000 per £162,195 £252,195 £342,195 £432,195 £732,195	ha £64,970 £134,970 £204,970 £274,970 £344,970 £414,970 £654,970 £624,970 £694,970 ha £110,470 £180,470 £250,470 £320,470	(previously developed -	low end residential)	f17,979 f72,979 f127,979 f182,979 f237,979 f232,979 f347,979 f402,979 f457,979 f512,979 f512,979 f108,729 f108,729 f163,729 f218,729 f273,729
3 - Low Resi EUV Sales Value psm	£10,400,000 per £103,695 £193,695 £283,695 £463,695 £643,695 £733,695 £823,695 £913,695 £162,195 £252,195 £342,195 £422,195 £162,195 £1522,195 £342,195 £1522,195 £1522,195 £1522,195 £1522,195 £1522,195 £1522,195 £153,695 £152,195 £1	ha £64,970 £134,970 £204,970 £274,970 £344,970 £414,970 £654,970 £654,970 £654,970 £694,970 ha £110,470 £180,470 £320,470 £390,470 £60,470	(previously developed -	low end residential)	f17,979 f72,979 f127,979 f182,979 f237,979 f292,979 f402,979 f402,979 f402,979 f402,979 f402,979 f402,979 f512,979 f512,979 f108,729 f108,729 f128,729 f273,729 f273,729 f373,729
3 - Low Resi EUV Sales Value psm	£10,400,000 per f103,695 f283,695 f283,695 f463,695 f533,695 f643,695 f823,695 f823,695 f913,695 £3,900,000 per f162,195 f342,195 f342,195 f522,195 f612,195 f702,195	ha £64,970 £134,970 £204,970 £274,970 £414,970 £414,970 £554,970 £624,970 £694,970 £110,470 £110,470 £130,470 £320,470 £300,470	(previously developed -	low end residential) £29,356 £89,356 £149,356 £209,356 £329,356 £339,356 £449,356 £509,356 £569,356 £128,356 £128,356 £128,356 £128,356 £128,356 £4243,356 £426,356 £426,356 £426,356 £426,356 £426,356	f17,979 f72,979 f127,979 f127,979 f237,979 f232,979 f402,979 f402,979 f402,979 f402,979 f402,979 f402,979 f402,979 f108,729 f108,729 f108,729 f108,729 f128,729 f218,729 f218,729 f328,729 f328,729 f328,729 f328,729
3 - Low Resi EUV Sales Value psm	£10,400,000 per	ha £64,970 £134,970 £204,970 £274,970 £344,970 £414,970 £554,970 £624,970 £694,970 £110,470 £180,470 £30,470 £30,470 £30,470	(previously developed -	low end residential) £29,356 £89,356 £149,356 £209,356 £329,356 £389,356 £449,356 £509,356 £509,356 £569,356 £128,356 £128,356 £128,356 £138,356 £248,356 £368,356 £48	f17,979 f22,979 f127,979 f182,979 f237,979 f292,979 f402,979 f402,979 f457,979 f512,979 f108,729 f108,729 f163,729 f238,729 f238,729 f328,729 f328,729 f328,729 f328,729 f328,729 f328,729 f328,729 f328,729 f328,729 f328,729 f328,729
3 - Low Resi EUV Sales Value psm	£10,400,000 per f103,695 f193,695 f283,695 f273,695 f463,695 f643,695 f733,695 f823,695 f913,695 f33,900,000 per f162,195 f252,195 f342,195 f643,195 f612,195 f702,195 f702,195 f792,195 f823,195	ha £64,970 £134,970 £274,970 £344,970 £414,970 £484,970 £554,970 £624,970 £694,970 ha £110,470 £180,470 £250,470 £320,470 £30,470 £600,470 £600,470	(previously developed -	low end residential) £29,356 £89,356 £149,356 £209,356 £209,356 £389,356 £449,356 £509,356 £509,356 £569,356 £188,356 £128,356 £188,356 £188,356 £308,356 £308,356 £448,356 £48,356 £48,356 £48,356	£17,979 £72,979 £127,979 £127,979 £237,979 £347,979 £347,979 £457,979 £512,979 £512,979 £108,729 £108,729 £108,729 £128,729 £218,729 £328,729 £328,729 £383,729 £383,729

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	(e	e	8	8
£5,000	(0	٢	٢	٢
£6,000	٢	0	0	٢	٢
£7,000	٢	٢	٢	٢	٢
£8.000	٢	O	٢	٢	٢
£9.000	٢	O	٢	٢	٢
£10.000	O	٢	0	٢	0
£11.000	<u> </u>	<u></u>	<u> </u>	٢	0
£12.000	٢	٢	0	٢	0
£13.000	<u> </u>	0	<u> </u>	٢	0
2 - Medium EUV	£13,000,000	per ha	(previously developed - c	offices)	
£4,000					
£5,000				<u> </u>	0
£6,000					<u> </u>
£7,000	 	©	©	0	
£8,000	©		©	O	<u> </u>
£9,000	 	©	©	Ö	
£10,000				Ü	<u> </u>
£11,000			©	U	
£12,000				ల	<u> </u>
£13,000		()		U	()
3 - Low EUV	£10,400,000	per ha	(previously developed -	low end residential)	
£4,000	٢	٢	0	٢	O
£5,000	٢	٢	0	٢	0
£6,000	٢	O	O	٢	0
£7,000	٢	0	0	٢	0
£8,000	٢	O	0	٢	0
£9,000	٢	٢	0	٢	0
£10,000	٢	O	0	٢	0
£11,000	٢	0	0	٢	0
£12,000	٢	0	0	٢	٢
£13,000	٢	O	©	٢	©
4 - Lower FLIV	£3 900 000	ner ha	(previously developed -	community uses)	
£4.000	()				O
£5,000				0	
E3,000				0	
£7,000				0	Ö
£2,000				0	0
E0,000				0	0
19,000			0	0	0
±10,000			0	0	0
±11,000		0	0	0	0
±12,000					0
±13,000				9	

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

							Units	3
							P	1
	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		
workings	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715	cost per ha / units per ha	
	Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779	plus CSH per unit	
	Build cost PU plus PO	£139,064	£121,564	£126,814	£126,704	£123,779	plus s106 per unit	
	Build cost PU plus DP	£162,705	£142,230	£148,372	£148,244	£144,821	times DP	
	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	inc. PO, CSH, DP	
Sales value per site wit	h 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	1	£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	1	£3,510,000	£2,730,000	£2,535,000	£2,340,000	£2,145,000		
Build cost plus proft pe	r site with 3 units							
Sales Value psm								
f4.000)	£488.115	£426.690	£445.117	£444.731	£434.464		
£5.000		f488.115	£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	1	£488,115	£426,690	£445,117	£444,731	£434,464		
£9.000)	£488.115	£426.690	£445.117	£444.731	£434,464		
£10,000	1	£488,115	£426,690	£445,117	£444,731	£434,464		
£11,000	1	£488,115	£426,690	£445,117	£444,731	£434,464		
£12,000	1	£488,115	£426,690	£445,117	£444,731	£434,464		
£13,000	1	£488,115	£426,690	£445,117	£444,731	£434,464		
Land value per plot wit	h 3 units - before consideri	ng EUV						
Sales Value psm								
£4,000	1	£591,885	£413,310	£334,883	£275,269	£225,536		
£5,000	1	£861,885	£623,310	£529,883	£455,269	£390,536		
£6,000	1	£1,131,885	£833,310	£724,883	£635,269	£555,536		
£7,000	1	£1,401,885	£1,043,310	£919,883	£815,269	£720,536		
£8,000	1	£1,671,885	£1,253,310	£1,114,883	£995,269	£885,536		
£9,000	1	£1,941,885	£1,463,310	£1,309,883	£1,175,269	£1,050,536		
£10,000	1	£2,211,885	£1,673,310	£1,504,883	£1,355,269	£1,215,536		
£11,000	1	£2,481,885	£1,883,310	£1,699,883	£1,535,269	£1,380,536		
£12,000	1	£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		

PO

CSH

Grant

DP

£5,000 per unit

£8,064 per unit

No

17.0%

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 Resi FLIV	£19 500 000 m	er ha	(previously developed - h	igh end residential)	
Sales Value psm	113,300,000 p		(previously developed in	ight chu residential)	
£4.000	f65.385	£3.810	-£45.367	-£75.731	-f96.214
£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	£075,505 £1 145 385	£843 810	£734 633	£644 269	£563 786
£9,000	£1,145,505	£1 053 810	£070 633	£824 260	£728 786
£10,000	£1,685,385	£1 263 810	£1 124 633	£1 004 269	£893 786
£11,000	£1,005,505	£1 473 810	£1,124,033	£1 184 260	£1 058 786
£12,000	£2,225,385	£1 683 810	£1,513,633	£1 364 260	£1,038,780
£13,000	£2,405,385	£1 803 810	£1,514,655	£1 544,205	£1,223,780 £1,388,786
115,000	£2,495,565	1,655,610	1,705,055	11,544,205	1,388,780
2 - Medium EUV	£13,000,000 p	er ha	(previously developed - of	fices)	
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
3 - Low Resi EUV	£10,400,000 p	er ha	(previously developed - lo	ow end residential)	
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
4 - Lower EUV	£3,900,000 p	er ha	(previously developed - c	ommunity uses)	
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	e	e	(1)	8	8
£5,000	e	©	©	٢	٢
£6,000	©	0	©	٢	0
£7,000	٢	0	©	٢	٢
£8,000	٢	0	©	٢	٢
£9,000	٢	0	©	٢	٢
£10,000	٢	0	©	٢	٢
£11,000	©	©	©	٢	٢
£12,000	©	0	©	O	٢
£13,000	٢	O	O	٢	٢
2 - Medium EUV	£13.000.000	per ha	(previously developed - c	offices)	
£4.000	e	O	©	()	0
£5.000	٢	O	٢	٢	٢
£6.000	٢	٢	٢	٢	٢
£7.000	٢	O	٢	٢	٢
£8.000	٢	0	٢	٢	0
£9,000	٢		٢	٢	٢
£10.000	٢	0	٢	٢	٢
£11,000	٢	٢	٢	٢	٢
£12.000	٢	O	٢	٢	٢
£13,000	٢	O	٢	٢	٢
2 Low FIN	£10,400,000	por ba	(proviously developed	ow and residential)	
£4.000	00,400,000			©	Θ
£5,000		0	0	Ö	0
£6,000	0	 ©	<u></u>	0	0
£7,000	<u> </u>		<u></u>	<u></u>	Ö
£8,000	<u> </u>	0	0	<u></u>	0
£9.000	<u> </u>	<u></u>	0	<u></u>	0
£10.000	<u> </u>	0	0	<u></u>	0
f11.000	<u> </u>	<u></u>	0	<u></u>	0
£12.000	٢	0	٢	٢	٢
£13,000	٢	©	٢	٢	٢
4 - Lower EUV	£3.900.000	per ha	(previously developed -	community uses)	
£4.000	<u> </u>	©	(protect) (000000000000000000000000000000000000	O	0
£5.000	<u> </u>	0	©	<u></u>	Ö
£6.000	<u> </u>	0	0	<u></u>	Ö
£7,000	٢	0	٢	0	٢
£8.000	٢	0	0	٢	0
£9,000	٢	0	©	٢	٢
£10,000	٢	٢	٢	٢	0
£11,000	٢	٢	٢	٢	٢
£12,000	٢	٢	٢	٢	٢
£13,000		©		٢	٢

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

	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	
workings	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715	cost per ha / units per ha
	Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779	plus CSH per unit
	Build cost PU plus PO	£139,064	£121,564	£126,814	£126,704	£123,779	plus s106 per unit
	Build cost PU plus DP	£162,705	£142,230	£148,372	£148,244	£144,821	times DP
	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	inc. PO, CSH, DP
Sales value per site witl	h 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 proft per Sales Value psm £4.000	r site with 6 units	£976.229	f853.379	£890.234	f889.462	f868.929	
£5.000		f976.229	f853.379	f890.234	f889.462	f868.929	
£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 wit	h 6 units - before consideri	ng 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	

РО	£5,000 per unit
СЅН	£8,064 per unit
Grant	No
DP	17.0%
Units	6

 $\mathbf{\Lambda}$

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 Resi FUV	£19 500 000 m	er ha	(previously developed -	high end residential)	
Sales Value nsm	L15,500,000 p		(previously developed	ingir chu residentiai)	
f4.000	£130.771	f7.621	-f90.734	-f151.462	-£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
£3,000	£1,210,771	£1 267 621	£1 079 266	£928 538	£797 571
£8,000	£2,290,771	£1,207,021	£1,469,266	£1 288 538	£1 127 571
£9,000	£2,250,771	£2 107 621	£1,405,200	£1 648 538	£1,127,571
£3,000	£3 370 771	f2 527 621	£2,249,266	£2 008 538	f1 787 571
£11,000	£3,910,771	£2,527,621	£2,539,266	£2,000,550	£2 117 571
£12,000	£4,450,771	£3 367 621	£3 029 266	£2,500,550	£2,117,571 £2,447,571
£13,000	£4,990,771	£3,507,621	£3,419,266	£3 088 538	£2,447,571 £2,777,571
215,000	2,,,,,,,,,	25,707,021	23) 123)200	20,000,000	22)////0/1
2 - Medium EUV	£13,000,000 p	er ha	(previously developed - o	offices)	
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
3 - Low Resi EUV	£10,400,000 p	er ha	(previously developed -	low end residential)	
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
4 - Lower EUV	£3,900,000 p	er ha	(previously developed -	community uses)	
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	e	e	(1)	8	8
£5,000	e	©	©	٢	٢
£6,000	©	0	©	٢	0
£7,000	٢	0	©	٢	٢
£8,000	٢	0	©	٢	٢
£9,000	٢	0	©	٢	٢
£10,000	٢	0	©	٢	٢
£11,000	©	©	©	٢	٢
£12,000	©	0	©	٢	٢
£13,000	٢	O	O	٢	٢
2 - Medium EUV	£13.000.000	per ha	(previously developed - c	offices)	
£4.000	e	O	©	()	0
£5.000	٢	O	٢	٢	٢
£6.000	٢	٢	٢	٢	٢
£7.000	٢	O	٢	٢	٢
£8.000	٢	0	٢	٢	0
£9,000	٢		٢	٢	٢
£10.000	٢	0	٢	٢	٢
£11,000	٢	٢	٢	٢	٢
£12.000	٢	O	٢	٢	٢
£13,000	٢	O	٢	٢	٢
2 Low FIN	£10,400,000	por ba	(proviously developed	ow and residential)	
£4.000	0,400,000			©	Θ
£5,000	©	0	©	Ö	0
£6,000	0	 ©	<u></u>	0	0
£7,000	<u> </u>		<u></u>	<u></u>	Ö
£8,000	<u> </u>	0	0	<u></u>	0
£9.000	<u> </u>	<u></u>	0	<u></u>	0
£10.000	<u> </u>	0	0	<u></u>	0
f11.000	<u> </u>	<u></u>	0	<u></u>	0
£12.000	٢	0	٢	٢	٢
£13,000	٢	©	٢	٢	٢
4 - Lower EUV	£3.900.000	per ha	(previously developed -	community uses)	
£4.000	<u> </u>	O	(protect) (000000000000000000000000000000000000	O	0
£5.000	<u> </u>	0	©	<u></u>	Ö
£6.000	<u> </u>	0	0	<u></u>	Ö
£7,000	٢	0	0	0	٢
£8.000	0	0	0	٢	0
£9,000	٢	0	©	٢	٢
£10,000	٢	٢	٢	٢	0
£11,000	٢	٢	٢	٢	٢
£12,000	٢	٢	٢	٢	٢
£13,000		©		٢	٢

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

							1
	Unit size/m	90	70	65	60	55	j
	Build cost per ha	£4,410,000	£7,595,000	£14,787,500	£22,728,000	£28,785,900] (
workings	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715	cost per na / units per na
	Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779	plus CSH per unit
	Build cost PU plus PU	£139,064	£121,564	£120,814	£126,704	£123,779	plus s106 per unit
	Total cost PU plus DP	£162,705	£142,230	£148,372	£148,244	£144,821	times DP
	Total cost per unit	£102,703	£142,250	£146,572	£146,244	1144,821	1
	Total build cost pm	£1,808	£2,032	£2,283	£2,471	£2,633	inc. PO, CSH, DP
Sales value per site with	n 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 proft per Sales Value psm £4,000	r site with 9 units	£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 Sales Value psm	h 9 units - before consideri	ng EUV					
£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	

РО	£5,000 per unit					
СЅН	£8,064 per unit					
Grant	No					
DP	17.0%					
Units	9					

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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
	£19 500 000 pc	ar ha	(previously developed - bi	ah and residential)	
Sales Value nsm	115,500,000 pe	- 110	(previously developed - In	girena residential)	
£4.000	£196.156	f11.431	-£136.101	-f227.193	-£288.643
£5.000	f1.006.156	f641.431	£448,899	£312.807	£206.357
£6,000	f1 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	£2,501,101	£2,010,055	£1 932 807	£1 691 357
£9.000	f4.246.156	£3,161,431	£2,788,899	f2.472.807	£2.186.357
£10.000	£5.056.156	£3,791,431	£3,373,899	£3.012.807	£2.681.357
f11.000	£5.866.156	f4.421.431	£3,958,899	£3.552.807	£3,176,357
f12.000	f6.676.156	£5.051.431	f4.543.899	f4.092.807	£3.671.357
£13.000	f7.486.156	£5.681.431	f5.128.899	f4.632.807	£4,166,357
			,	,,	,,
2 - Medium EUV	£13,000,000 pe	er ha	(previously developed - of	fices)	
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
3 - Low Resi EUV	£10,400,000 pe	er ha	(previously developed - lo	w end residential)	
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
4 - Lower EUV	£3,900,000 pe	er ha	(previously developed - co	ommunity uses)	
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 -	nigh end residential)	
£4,000	(e	e	8	8
£5,000	(٢	٢	٢	٢
£6,000	٢	O	٢	٢	٢
£7,000	٢	٢	٢	٢	٢
£8.000	٢	O	٢	٢	٢
£9.000	٢	O	٢	٢	٢
£10.000	٢	٢	٢	٢	٢
£11.000	٢	O	٢	٢	٢
f12.000	٢	O	O	O	0
£13,000	٢	٢	٢	٢	٢
2 Medium EUV	(13.000.000		(proviously developed	fficer	
2 - Medium EOV	£13,000,000	per na		(a)	
E4,000				 	0
£5,000					
£0,000				0	0
£7,000					
£8,000				0	0
£9,000				0	0
£10,000				0	0
£11,000				0	0
£12,000				0	0
£13,000					
3 - Low EUV	£10,400,000	per ha	(previously developed -	ow end residential)	
£4,000	٢	٢	٢	٢	٢
£5,000	٢	٢	٢	٢	٢
£6,000	٢	٢	٢	٢	٢
£7,000	٢	٢	٢	٢	٢
£8,000	٢	O	٢	٢	٢
£9,000	٢	٢	٢	٢	٢
£10,000	٢	O	٢	٢	٢
£11,000	٢	٢	٢	٢	٢
£12,000	٢	٢	٢	٢	٢
£13,000	٢	٢	٢	٢	٢
4 - Lower EUV	£3,900,000	per ha	(previously developed -	community uses)	
£4,000	٢	O	0	0	0
£5,000	٢	0	0	٢	٢
£6,000	٢	O	O	٢	0
£7,000	0	٢	٢	٢	٢
£8,000	©	٢	٢	٢	٢
£9,000	٢	٢	٢	٢	٢
£10,000	٢	8	٢	٢	٢
£11,000	٢	٢	٢	٢	٢
£12,000	٢	٢	٢	٢	٢
£13,000	O	O	©	٢	٢

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

							-
	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	
workings	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715	cost per ha / units per ha
-	Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779	plus CSH per unit
	Build cost PU plus PO	£144,064	£126,564	£131,814	£131,704	£128,779	plus s106 per unit
	Build cost PU plus DP	£168,555	£148,080	£154,222	£154,094	£150,671	times DP
	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	inc. PO, CSH, DP
		//	"		//		
Sales value per site wit	h 1 unit	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha	
Sales Value psm							
£4,000	1	£360,000	£280,000	£260,000	£240,000	£220,000	
£5,000	1	£450,000	£350,000	£325,000	£300,000	£275,000	
£6,000	1	£540,000	£420,000	£390,000	£360,000	£330,000	
£7,000	1	£630,000	£490,000	£455,000	£420,000	£385,000	
£8,000	1	£720,000	£560,000	£520,000	£480,000	£440,000	
£9,000	1	£810,000	£630,000	£585,000	£540,000	£495,000	
£10,000	1	£900,000	£700,000	£650,000	£600,000	£550,000	
£11,000	1	£990,000	£770,000	£715,000	£660,000	£605,000	
£12,000	1	£1,080,000	£840,000	£780,000	£720,000	£660,000	
£13,000	1	£1,170,000	£910,000	£845,000	£780,000	£715,000	
Build cost plus proft pe	r 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 wit	h 1 unit - before considering	g 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	

£10,000 per unit

£8,064 per unit

No

17.0%

1

PO CSH

Grant

DP

Units

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

1 + High Resi EUV £19,500,000 per ha (previously developed - high end residential) Sales Value psm - £15,945 - £4,580 - £20,972 - £31,094 - £37,921 £5,000 £155,945 £65,420 £44,028 £28,906 £17,079 £6,000 £135,945 £235,420 £144,028 £148,906 £127,079 £8,000 £375,945 £235,420 £340,028 £286,906 £237,079 £10,000 £645,945 £415,420 £634,042.028 £288,906 £427,079 £10,000 £645,945 £655,420 £448,906 £402,079 £13,000 £735,945 £555,420 £69,028 £648,906 £427,079 £13,000 £735,945 £655,420 £649,028 £647,079 £55,829 £640,228 £68,906 £427,079 £13,000 £852,945 £652,420 £649,028 £647,079 £52,829 £6,000 £13,000,000 per ha (previously developed - offices) £65,829 £6,000 £164,445 £109,920 £11,78 £67,906
Encyclocol Encyclo
E4,000 £15,945 -£4,580 -£20,972 -£31,094 £43,221 £5,000 £105,945 £65,420 £44,028 £28,906 £17,079 £7,000 £285,945 £205,420 £134,902 £138,906 £127,079 £8,000 £375,945 £235,420 £349,028 £288,906 £127,079 £9,000 £455,945 £345,420 £349,028 £288,906 £237,079 £10,000 £645,945 £435,420 £349,028 £288,906 £422,079 £11,000 £645,945 £435,420 £434,028 £388,906 £427,079 £13,000,000 £13,000,000 £735,945 £555,420 £649,028 £568,906 £427,079 £13,000,000 £13,000,000 £13,002 £62,121 £67,906 £22,279 £10,000 £14,445 £10,920 £11,278 £127,906 £107,829 £13,000 £14,445 £309,202 £31,78 £127,906 £127,829 £0,000 £144,445 £309,202 £31,78
£5,000 £105,945 £65,420 £44,028 £28,906 £17,079 £6,000 £195,945 £135,420 £174,028 £148,906 £122,079 £8,000 £375,945 £275,420 £174,028 £288,906 £123,079 £8,000 £375,945 £245,420 £234,028 £288,906 £282,079 £10,000 £555,945 £415,420 £340,028 £388,906 £292,079 £11,000 £645,945 £555,420 £499,028 £388,906 £447,079 £13,000 £625,945 £625,420 £564,028 £508,906 £457,079 2. Medium EUV £13,000,000 per ha (previously developed - offices) 5385,289 £625,420 £564,028 £508,906 £617,739 £4,000 £14,445 £40,920 £21,278 £7,906 £21,717 £5,000 £12,798 £67,906 £12,798 £4,000 £14,445 £30,920 £21,278 £7,906 £12,728 £17,906 £12,728 £1,000 £12,4445 £30,920 £21,6278 £17,829 £17,829 £17,829 £17,829 £17,82
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£12,000 £817,845 £619,120 £558,178 £503,506 £452,129 £13,000 £907,845 £689,120 £623,178 £563,506 £507,129 4 - Lower EUV £3,900,000 per ha (previously developed - community uses)
£13,000 £907,845 £689,120 £623,178 £563,506 £507,129 4 - Lower EUV £3,900,000 per ha (previously developed - community uses)
4 - Lower EUV £3.900.000 per ha (previously developed - community uses)
4 - LOWEL EOV
f4 000 £156 345 £104 620 £80 428 £62 506 £47 879
5000 £245 455 £124,500 £145 428 £122,506 £10,755
f6 000 f336 345 f24 600 f110 428 f182 506 f172 870
F7 000 £426 545 £314.650 £250,452 £326,500 £137,679
L,,000 L420,343 L314,020 L212,420 L242,300 L212,075
£8,000 £516,345 £384,620 £340,428 £302,506 £267,879
£8,000 £516,345 £384,620 £340,428 £302,506 £267,879 £9,000 £606,345 £454,620 £405,428 £322,506 £323,879
£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 £407,428 £362,506 £322,879
£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 £734,278 £422,506 £377,879
£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£666,452£664,620£600,428£422,506£432,879

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)	
£4,000	•			8	8
£5,000	e	e	0	٢	()
£6,000	©	0	0	٢	٢
£7,000	©	0	0	٢	٢
£8,000	©	0	0	٢	٢
£9,000	©	0	0	٢	٢
£10,000	٢	O	0	٢	٢
£11,000	©	0	0	٢	٢
£12,000	©	0	0	٢	0
£13,000	٢	O	٢	٢	٢
2 - Medium EUV	£13.000.000	per ha	(previously developed - c	offices)	
£4,000	()	<u> </u>	(in the second s	e	()
£5,000	٢	٢	٢	٢	٢
£6.000	٢	٢	٢	٢	0
£7,000	٢	٢	٢	٢	0
£8,000	٢	٢	٢	٢	٢
£9,000	٢	٢	٢	٢	٢
£10,000	٢	0	0	٢	٢
£11,000	٢	٢	٢	٢	٢
£12,000	٢	O	0	٢	٢
£13,000	٢	٢	٢	٢	O
3 - Low FUV	£10 400 000	ner ha	(previously developed -	low end residential)	
£4 000	<u> </u>				O
£5.000	Ö			©	0
£6.000	٢	٢	٢	٢	0
£7,000	٢	٢	٢	٢	0
£8,000	٢	٢	٢	٢	٢
£9,000	٢	٢	٢	٢	٢
£10,000	٢	O	0	٢	٢
£11,000	0	O	0	٢	0
£12,000	©	O	٢	٢	0
£13,000	٢	٢	٢	٢	٢
4 - Lower EUV	£3,900,000	per ha	(previously developed -	community uses)	
£4,000	O		(i)	٢	٢
£5,000	©	0	0	٢	٢
£6,000	©	O	0	٢	0
£7,000	0	O	0	٢	0
£8,000	O	©	©	O	©
£9,000	٢		٢	٢	0
£10,000			0	O	0
£11,000	٢	O	٢	٢	٢
£12,000	٢	O	٢	٢	٢
£13,000	0	O	٢	٢	0

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

							-
	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	
workings	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715	cost per ha / units per ha
	Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779	plus CSH per unit
	Build cost PU plus PO	£144,064	£126,564	£131,814	£131,704	£128,779	plus s106 per unit
	Build cost PU plus DP	£168,555	£148,080	£154,222	£154,094	£150,671	times DP
	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	inc. PO, CSH, DP
		//	/		<i>(</i>)	"	
Sales value per site wit	th 3 units	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha	
Sales Value psm							
£4,000	0	£1,080,000	£840,000	£780,000	£720,000	£660,000	
£5,000	0	£1,350,000	£1,050,000	£975,000	£900,000	£825,000	
£6,000	0	£1,620,000	£1,260,000	£1,170,000	£1,080,000	£990,000	
£7,000	0	£1,890,000	£1,470,000	£1,365,000	£1,260,000	£1,155,000	
£8,000	0	£2,160,000	£1,680,000	£1,560,000	£1,440,000	£1,320,000	
£9,000	0	£2,430,000	£1,890,000	£1,755,000	£1,620,000	£1,485,000	
£10,000	0	£2,700,000	£2,100,000	£1,950,000	£1,800,000	£1,650,000	
£11,000	0	£2,970,000	£2,310,000	£2,145,000	£1,980,000	£1,815,000	
£12,000	0	£3,240,000	£2,520,000	£2,340,000	£2,160,000	£1,980,000	
£13,000	0	£3,510,000	£2,730,000	£2,535,000	£2,340,000	£2,145,000	
Build cost plus proft pe	er site with 3 units						
Sales Value psm							
£4,000	0	£505,665	£444,240	£462,667	£462,281	£452,014	
£5,000	0	£505,665	£444,240	£462,667	£462,281	£452,014	
£6,000	0	£505,665	£444,240	£462,667	£462,281	£452,014	
£7,000	0	£505,665	£444,240	£462,667	£462,281	£452,014	
£8,000	0	£505,665	£444,240	£462,667	£462,281	£452,014	
£9,000	0	£505,665	£444,240	£462,667	£462,281	£452,014	
£10,000	0	£505,665	£444,240	£462,667	£462,281	£452,014	
£11,000	0	£505,665	£444,240	£462,667	£462,281	£452,014	
£12,000	0	£505,665	£444,240	£462,667	£462,281	£452,014	
£13,000	U	£505,665	±444,240	£462,667	£462,281	±452,014	
Land value per plot wit	th 3 units - hefore considerin						
Sales Value nsm	til 5 allits - belore considerii	15 200					
f4 000	n	£574 335	£395 760	£317 333	£257 719	£207 986	
£5,000	o n	£844 335	£605 760	£517,333	£437 719	£372 986	
£5,000	0	£1 114 335	£815 760	£707 333	f617 719	£537 986	
£7,000	0	£1,114,555	£1 025 760	£902 333	£797 719	£702 986	
£8.000	- 0	£1,554,555	£1 235 760	£1 097 333	£977 710	£867 Q86	
£0,000	0	£1 97/ 225	£1 445 760	£1 292 222	£1 157 710	£1 032 086	
£10.000	0	£2 10/ 225	£1 655 760	£1 487 222	£1 337 710	£1 197 986	
£10,000	0	£2,154,555	£1 865 760	£1,507,555	£1,537,719	£1 362 986	
£12,000	0	£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	

£10,000 per unit

£8,064 per unit

No

17.0%

3

PO CSH

Grant

DP

Units

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 Resi FLIV	£19 500 000 m	er ha	(previously developed - h	igh end residential)	
Sales Value psm	115,500,000 p		(previously developed - in	ign end residential)	
£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	f1.127.835	f826.260	f717.083	f626.719	£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
2 - Medium EUV	£13,000,000 p	er ha	(previously developed - of	fices)	
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
3 - Low Resi EUV	£10,400,000 p	er ha	(previously developed - lo	ow end residential)	
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
	ca aaa aaa				
4 - Lower EUV	£3,900,000 p	er ha	(previously developed - c	ommunity uses)	
Sales value psili	C460.035	C212.960	C241 292	C197 E10	C142 C2C
£5,000	£720 025	L313,800	£41,203	£267 510	£209 626
£5,000	£739,035	L323,000	E430,203	E307,319 (E47,510	L306,030
E0,000	£1,009,035	£042.960	1001,283	£347,319	14/3,030
£7,000	£1,279,035	£345,800	£020,283	£007 510	£000,030
£0,000	£1,049,035	£1,135,800	£1,U21,283	£1 097 519	
£9,000 £10,000	±1,819,035	£1,303,860	±1,210,283	E1,087,519	1 122 C2C
E10,000	£2,089,035	£1,5/3,860	±1,411,283	E1,207,519	£1,133,030
£12,000	E2,559,035	£1,703,800	£1,000,283	£1,447,519	£1,290,030
£13,000	£2,029,055	£3 202 0C0	£1,001,203	£1 907 E10	£1 630 636
E15,000	IZ,099,035	£2,203,860	L1,990,283	E1,007,519	L1,020,030

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	e	e	(8	8
£5,000	(e	٢	٢	(
£6,000	٢	0	0	٢	٢
£7,000	٢	0	0	٢	٢
£8,000	٢	0	0	٢	٢
£9,000	٢	0	٢	٢	٢
£10,000	٢	0	0	٢	٢
£11,000	٢	0	0	٢	٢
£12,000	٢	0	0	٢	0
£13,000	٢	O	O	٢	0
2 - Medium FUV	£13,000,000	per ha	(previously developed -	offices)	
£4 000	((<u></u>	()
£5,000	٢	0	O	٢	0
£6,000	<u> </u>	0	0	©	0
£7.000	<u> </u>	0	0	©	0
£8.000	<u> </u>		<u> </u>	<u></u>	0
£9.000	٢	<u> </u>	<u></u>	٢	0
£10.000	<u> </u>		<u> </u>	<u></u>	0
f11.000	<u> </u>	0	<u></u>	<u></u>	0
f12.000	<u> </u>		<u> </u>	<u></u>	0
£13.000	٢	<u> </u>	<u></u>	٢	0
3 - Low EUV	£10,400,000	per ha	(previously developed -	low end residential)	
£4,000					
£5,000					0
£6,000					
£7,000					
£8,000					0
£9,000				O	
£10,000				O	0
£11,000				0	0
£12,000			0	0	0
£13,000					
4 - Lower EUV	£3,900,000	per ha	(previously developed -	community uses)	
£4,000		©	©	()	
£5,000	©		©	<u> </u>	
£6,000		©	©	()	
£7,000		<u> </u>	<u> </u>	ల	
£8,000					
£9,000		<u> </u>	<u> </u>		C
£10,000	<u> </u>	<u></u>	<u> </u>	ల	త
£11,000	<u> </u>	O	<u>©</u>	ు	
£12,000	<u> </u>	<u></u>			٢
£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

	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	
workings	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715	cost per na / units per na
	Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779	plus CSH per unit
	Build cost PU plus PO	£144,064	£126,564	£131,814	£131,704	£128,779	plus s106 per unit
	Build cost PU plus DP	£168,555	£148,080	£154,222	£154,094	£150,671	times DP
	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	inc. PO, CSH, DP
Sales value per site wit	h 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 proft pe Sales Value psm f4.000	r site with 6 units	£1.011.329	f888.479	f925.334	f924.562	£904.029	
£5.000)	f1.011.329	£888.479	f925.334	f924.562	f904.029	
£6.000)	f1.011.329	£888.479	f925.334	f924.562	f904.029	
£7.000)	f1.011.329	£888.479	f925.334	f924.562	f904.029	
f8.000)	f1.011.329	£888.479	f925.334	f924.562	f904.029	
£9.000)	f1.011.329	£888.479	f925.334	f924.562	f904.029	
£10.000)	f1.011.329	£888.479	f925.334	f924.562	f904.029	
£11.000)	f1.011.329	£888.479	f925.334	f924.562	f904.029	
f12.000)	f1.011.329	£888.479	f925.334	f924.562	f904.029	
£13.000)	£1.011.329	£888.479	£925.334	£924.562	£904.029	
Land value per plot wit	h 6 units - before consideri	ng EUV	, -		- ,	,	
£4 000)	f1.148.671	£791.521	£634.666	£515.438	£415.971	
£5.000)	f1.688.671	f1.211.521	f1.024.666	f875.438	£745.971	
£6.000)	f2 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	f2.471.521	£2,194,666	£1,955,438	f1.735.971	
£9.000)	£3,848 671	f2.891.521	£2,584,666	£2,315,438	£2,065,971	
£10 000)	£4,388.671	£3,311,521	£2,974,666	£2,675,438	f2.395.971	
£11,000)	£4 928 671	£3 731 521	£3 364 666	£3 035 438	£2,335,571	
£12 000)	£5 468 671	£4 151 521	£3,754,666	£3 395 438	£3 055 971	
£13.000)	f6.008.671	£4.571.521	£4,144,666	£3,755,438	£3.385.971	
210,000		20,000,071	,,	= .,=,0000			

SUSPC

£10,000 per unit

£8,064 per unit

No

17.0%

6

РО

CSH

Grant

DP

Units

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 Resi FUV	£19 500 000 r	her ha	(previously developed -	nigh end residential)	
Sales Value nsm	113,500,000 p		(previously developed	ingit chu residentiai)	
f4.000	f95.671	-£27.479	-f125.834	-f186.562	-f227.529
£5.000	f635.671	£392.521	f264.166	£173.438	£102.471
f6.000	f1.175.671	f812.521	f654.166	£533,438	£432.471
£7,000	£1,215,671	f1 232 521	£1 044 166	£893,438	£762 471
f8.000	f2.255.671	f1.652.521	f1.434.166	f1.253.438	£1.092.471
f9.000	£2.795.671	f2.072.521	f1.824.166	f1.613.438	f1.422.471
£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
2 - Medium EUV	£13,000,000 p	ber ha	(previously developed - c	ffices)	
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
3 - Low Resi EUV	£10,400,000 g	per ha	(previously developed -	ow end residential)	
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
	ca 000 000 -		(
4 - Lower EUV	£3,900,000 p	ber na	(previously developed -	community uses)	
Sales value psili	£029.071	2627 721	E107 E66	£27E 029	175 2053
£5,000	£1 479 071	£1 047 721	£972 566	£725 028	£617 271
£5,000	£2,019,071	£1,047,721	£1 262 566	£1 00E 029	£017,271
£7,000	£2,010,071 £3 558 071	£1 997 771	£1 657 566	£1 /55,038	£1 277 271
£8,000	£2,556,071 £3,000,071	£2 207 721	£2 0/2 566	£1 815 020	£1 607 271
£0,000	£3,030,071	£2,307,721	£2,042,300	£2 175 020	£1 027 271
£10,000	£4 179 071	£2 1/7 721	£2,452,500	£2,£7,5,050	£2 267 271
£11,000	E4, 1/0, U/1	£3,147,721	£2,022,500	£2,333,038	£2,207,271
£12,000	£5 250 071	£3 087 771	£3 607 E66	£2,055,050 £3,255,020	£2,357,271
£13,000	£5,250,071 £5,708,071	£4 407 721	£3,002,500	£3,235,038	f3 257 271
£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)	
£4,000	(e	(8	ඔ
£5,000	((1)	٢	٢	(
£6,000	٢	0	٢	٢	0
£7,000	٢	0	O	٢	0
£8,000	٢	O	0	0	0
£9,000	٢	0	٢	٢	0
£10,000	٢	O	0	0	0
£11,000	٢	0	٢	٢	0
£12,000	٢	0	٢	٢	0
£13,000	٢	O	O	٢	0
2 - Medium EUV	£13,000,000	per ha	(previously developed -	offices)	
£4.000	<u> </u>	· ·	li (a)	(۲
£5,000	٢	٢	٢	٢	0
£6.000	٢	٢	٢	٢	0
£7,000	٢	٢	٢	٢	0
£8.000	٢	O	٢	٢	0
£9.000	٢	O	٢	٢	0
£10.000	٢	O	٢	٢	0
£11.000	٢	O	٢	٢	0
£12.000	٢	O	٢	٢	0
£13,000	٢	٢	٢	٢	0
3 - LOW EUV	£10,400,000	per na	(previously developed -	low end residential)	0
£4,000					0
£5,000				0	
£6,000					0
£7,000				0	
£8,000				0	
10,000				0	0
£10,000				0	 ©
£12,000		0	0	0	0
£13,000		0	0	0	0
113,000					
4 - Lower EUV	£3,900,000	per ha	(previously developed -	community uses)	
£4,000					0
£5,000				0	0
£6,000					0
£7,000					0
£8,000	 	<u> </u>	<u> </u>	0	0
£9,000	 			O	0
£10,000	 	<u> </u>	<u> </u>	Ü	0
£11,000	 	U	Ü	0	0
£12,000		Ü	Ü	U	0
£13,000		U	\odot	U	U

РО

CSH

Grant

DP

Units

£10,000 per unit

£8,064 per unit

No

17.0%

9

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

							-
	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	
workings	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715	cost per ha / units per ha
0	Build cost PU plus CSH	£134.064	£116.564	£121.814	£121.704	£118.779	plus CSH per unit
	Build cost PU plus PO	£144,064	£126,564	£131,814	£131,704	£128,779	plus s106 per unit
	Build cost PU plus DP	£168,555	£148,080	£154,222	£154,094	£150,671	times DP
	Total cost per unit	£168,555	£148,080	£154,222	£154,094	£150,671	·
			,	,	, I	,	
	Total build cost pm	£1,873	£2,115	£2,373	£2,568	£2,739	inc. PO, CSH, DP
		25 //	70 /h-	120 /h-	200 /h-	200 //	
Sales value per site wit	n 9 units	55 / Ha	70 / na	150/11a	2007na	200711a	
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 proft pe	r site with 9 units						
Sales Value psm							
£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	
	h O unita hoforo consideri						
Salos Value per plot wit	n 9 units - before considern	Ig EOV					
Sales value psili		£1 722 006	£1 107 201	£0E1 000	5772 157	£632 0E7	
£5,000		£2,522,000	£1 017 201	£1 526 000	£1 212 157	£1 119 0E7	
£5,000		£2,333,000	£2 447 281	£2 121 000	£1 952 157	£1 £12 057	
E0,000	,)	£3,343,000 £4,152,006	£2,447,201 £3,077,201	£2,121,999	£2 202 157	£2 108 057	
I/,000	,	14,100,000	10,077,201	EZ,700,999	£2,000,107	£2,100,957	
±8,000		±4,903,006	E3,/U/,281	£3,291,999	E2,933,15/	E2,003,957	
£9,000		±5,773,006	£4,337,281	±3,870,999	£3,4/3,15/	£3,098,957	
±10,000		±0,583,006	£4,907,281	±4,461,999	£4,013,157	£3,593,957	
£12,000		E7,593,000	L3,397,281 £6,337,391	E5,040,999	14,000,157	14,000,957 14 E02 057	
£12,000		L0,203,000	L0,227,281	LD,051,999	13,093,157 15 633 157	14,303,957 15 070 057	
£13,000	,	19,013,000	10,007,281	I0,210,999	13,033,157	ID,U/0,95/	

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 Resi EUV	£19 500 00	0 ner ha	(previously developed -	high and residential)	
Sales Value nsm	113,500,00	o per na	(previously developed -	ingir enu resideritiar)	
f4.000	£143.50	6 -f41.219	-f188.751	-f279.843	-£341.293
£5.000	£953.50	6 £588.781	£396.249	f260.157	£153,707
£6,000	f1 763 50	6 £1 218 781	f981 249	£800 157	£648 707
£7,000	£2,573,50	6 £1,210,701	£1 566 249	£1 340 157	£1 143 707
£8.000	£3.383.50	6 f2.478.781	f2.151.249	f1.880.157	£1.638.707
£9,000	£4.193.50	6 £3.108.781	f2.736.249	f2.420.157	f2.133.707
£10.000	£5.003.50	6 £3.738.781	£3.321.249	£2.960.157	£2.628.707
£11.000	£5.813.50	6 £4.368.781	£3,906,249	£3,500,157	£3.123.707
£12,000	£6,623,50	6 £4,998,781	£4,491,249	£4,040,157	£3,618,707
£13,000	£7,433,50	6 £5,628,781	£5,076,249	£4,580,157	£4,113,707
2 - Medium EUV	£13,000,00	0 per ha	(previously developed -	offices)	
Sales Value psm					
£4,000	£670,00	6 £368,281	£191,499	£71,157	-£19,543
£5,000	£1,480,00	6 £998,281	£776,499	£611,157	£475,457
£6,000	£2,290,00	6 £1,628,281	£1,361,499	£1,151,157	£970,457
£7,000	£3,100,00	6 £2,258,281	£1,946,499	£1,691,157	£1,465,457
£8,000	£3,910,00	6 £2,888,281	£2,531,499	£2,231,157	£1,960,457
£9,000	£4,720,00	6 £3,518,281	£3,116,499	£2,771,157	£2,455,457
£10,000	£5,530,00	6 £4,148,281	£3,701,499	£3,311,157	£2,950,457
£11,000	£6,340,00	6 £4,778,281	£4,286,499	£3,851,157	£3,445,457
£12,000	£7,150,00	6 £5,408,281	£4,871,499	£4,391,157	£3,940,457
£13,000	£7,960,00	6 £6,038,281	£5,456,499	£4,931,157	£4,435,457
3 - Low Resi EUV	£10,400.00	0 per ha	(previously developed -	low end residential)	
Sales Value psm	,,		(,,	
£4.000	£880.60	6 £532.081	£343.599	£211.557	£109.157
£5,000	£1.690.60	6 £1.162.081	£928,599	£751.557	£604.157
£6.000	£2,500,60	6 £1.792.081	f1.513.599	f1.291.557	f1.099.157
£7.000	£3.310.60	6 £2,422,081	£2.098.599	£1.831.557	£1.594.157
£8.000	£4.120.60	6 £3.052.081	£2.683.599	£2.371.557	£2.089.157
£9.000	£4.930.60	£3.682.081	£3.268.599	£2.911.557	£2.584.157
£10.000	£5.740.60	6 £4.312.081	£3.853.599	£3.451.557	£3.079.157
£11.000	£6.550.60	6 £4.942.081	£4,438,599	£3.991.557	£3.574.157
£12,000	£7.360.60	6 £5.572.081	£5.023.599	f4.531.557	£4.069.157
£13,000	£8,170,60	6 £6,202,081	£5,608,599	£5,071,557	£4,564,157
-,	-, ,	, - ,	-,,	-,- ,	,, -
4 - Lower EUV	£3,900,00	0 per ha	(previously developed -	community uses)	
Sales Value psm					
£4,000	£1,407,10	6 £941,581	£723,849	£562,557	£430,907
£5,000	£2,217,10	6 £1,571,581	£1,308,849	£1,102,557	£925,907
£6,000	£3,027,10	6 £2,201,581	£1,893,849	£1,642,557	£1,420,907
£7,000	£3,837,10	6 £2,831,581	£2,478,849	£2,182,557	£1,915,907
£8,000	£4,647,10	6 £3,461,581	£3,063,849	£2,722,557	£2,410,907
£9,000	£5,457,10	6 £4,091,581	£3,648,849	£3,262,557	£2,905,907
£10,000	£6,267,10	6 £4,721,581	£4,233,849	£3,802,557	£3,400,907
£11,000	£7,077,10	6 £5,351,581	£4,818,849	£4,342,557	£3,895,907
£12,000	£7,887,10	6 £5,981,581	£5,403,849	£4,882,557	£4,390,907
£13,000	£8,697,10	6 £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	e		(iii)	8	8
£5,000	e	e	٢	٢	(
£6,000	٢	O	©	٢	٢
£7,000	٢	O	٢	٢	٢
£8,000	٢	0	©	٢	0
£9,000	٢	٢	٢	٢	٢
£10,000	٢	O	©	٢	٢
£11,000	٢	٢	٢	٢	٢
£12,000	٢	0	٢	٢	0
£13,000	٢	٢	٢	٢	٢
2 - Medium FUV	£13 000 000	ner ha		offices)	
£4.000	£13,000,000				0
£5,000				e e e e e e e e e e e e e e e e e e e	0
£5,000				Ö	0
£7,000				0	0
£2,000				0	0
£8,000				0	
£3,000				0	0
£10,000				0	
£11,000				0	
£12,000				0	0
£15,000					
3 - Low EUV	£10,400,000	per ha	(previously developed -	low end residential)	
£4,000	٢	<u> </u>	O	٢	٢
£5,000	<u> </u>	<u></u>	<u></u>	٢	٢
£6,000	<u> </u>	٢	٢	٢	0
£7,000	<u> </u>	٢	٢	٢	٢
£8,000	<u> </u>	٢	<u></u>	٢	0
£9,000	<u> </u>	٢	٢	٢	٢
£10,000	<u> </u>	٢	<u></u>	٢	0
£11,000	<u> </u>	<u> </u>	<u></u>	٢	٢
£12,000	<u> </u>	٢	<u></u>	٢	0
£13,000	٢	٢	٢	٢	٢
4 - Lower EUV	£3,900,000	per ha	(previously developed -	community uses)	
£4,000	٢	٢	٢	٢	٢
£5,000	٢	٢	٢	٢	٢
£6,000	٢	٢	©	٢	٢
£7,000	٢	٢	٢	٢	٢
£8,000	٢	٢	٢	٢	٢
£9,000	٢	٢	٢	٢	٢
£10,000	٢	٢	٢	٢	0
£11,000	O	0	٢	٢	©
£12,000	٢	٢	٢	٢	0
£13,000	O	\odot	O	٢	0

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

	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	
workings	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715	cost per ha / units per ha
Ū	Build cost PU plus CSH	£134.064	£116.564	£121.814	£121.704	£118.779	plus CSH per unit
	Build cost PU plus PO	£149.064	£131.564	£136.814	£136.704	£133.779	plus s106 per unit
	Build cost PU plus DP	£174.405	£153,930	f160.072	£159.944	£156.521	times DP
	Total cost per unit	£174,405	£153,930	f160.072	f159,944	£156.521	
		,					
	Total build cost pm	£1,938	£2,199	£2,463	£2,666	£2,846	inc. PO, CSH, DP
Sales value per site wit	h 1 unit	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha	
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 proft pe	r site with 1 unit						
Sales Value nsm							
f4 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	£153,550	£160,072	£150 011	£156 521	
£8,000		£174,405	£153,550	£160,072	£150 011	£156 521	
£0,000		£174.405	£153,550	£160,072	£150,044	£156,521	
£10,000		£174,405	£153,930	£160,072	£150,944	£156,521	
£10,000		(174,405	C153,550	£100,072	C150,044	C156 521	
£11,000		£174,405	£155,950 (152,020	£160,072	£159,944	£150,521	
£12,000		£174,405	£155,950	£160,072	£159,944	£150,521	
£13,000		£174,405	£153,930	£160,072	£159,944	£150,521	
		- 510/					
Land value per plot wit	n 1 unit - before considerin	gEOV					
Sales value psm		6405 505	6426 070	coo ooo	600 0FC	cc2 470	
£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	±1/3,479	
£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	1	£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	1	£995,595	£756,070	£684,928	£620,056	£558,479	

SUSPC

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

Ψ

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 Resi FUIV	£19 500 000 per	r ha	(previously developed - I	nigh end residential)	
Sales Value psm		110	(previously developed	ingit chu restucituity	
£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
2 - Medium EUV	£13,000,000 per	r ha	(previously developed - o	ffices)	
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
3 - Low Resi EUV	£10.400.000 per	r ha	(previously developed - I	ow end residential)	
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
4 - Lower EUV	£3,900,000 per	r ha	(previously developed - o	community uses)	
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)	
£4,000	(e	8	8	8
£5,000	(©		•
£6,000	٢	0	©	٢	٢
£7,000	٢	0	0	٢	٢
£8,000	٢	0	٢	٢	٢
£9,000	٢	0	٢	٢	٢
£10,000	٢	0	٢	٢	٢
£11,000	٢	0	٢	٢	٢
£12,000	٢	٢	٢	٢	٢
£13,000	٢	©	©	٢	٢
2 - Medium EUV	£13.000.000	per ha	(previously developed - c	offices)	
f4.000	<u> </u>	(in the left)		(2)	8
£5,000	0	0	0	0	0
£6,000	0	0	0	Ö	0
£7,000	0	0	0	Ö	0
£8,000	Ö	0	0	Ö	0
£9,000	Ö	0		Ö	0
£10,000	0	0	0	Ö	0
£11,000	Ö	0		Ö	0
£12,000	0	 ©	<u> </u>	Ö	0
£13,000		0	0	Ö	0
113,000				•	
3 - Low EUV	£10,400,000	per ha	(previously developed -	low end residential)	
£4,000	<u> </u>	0	O	٢	۲
£5,000		٢	٢	٢	٢
£6,000	<u> </u>	O	<u></u>	٢	٢
£7,000	٢	٢	<u></u>	٢	٢
£8,000	<u> </u>	<u></u>	<u></u>	٢	0
£9,000	٢	۲	۲	٢	٢
£10,000	<u> </u>	<u></u>	<u></u>	٢	0
£11,000	٢	٢	۲	٢	٢
£12,000	<u> </u>	<u> </u>	<u></u>	٢	0
£13,000	٢	٢	٢	٢	٢
4 - Lower EUV	£3,900,000	per ha	(previously developed -	community uses)	
£4,000	٢	0	O	٢	٢
£5,000	٢	0	٢	٢	٢
£6,000	٢	٢	٢	٢	٢
£7,000	٢	٢	٢	٢	٢
£8,000	0	O	O	٢	٢
£9,000		٢	٢	٢	٢
£10,000	0	O	٢	0	0
£11,000	٢	©	\odot	٢	©
£12,000	٢	0	©	٢	0
£13,000	٢	O	٢	٢	٢

РО

CSH

Grant

DP

£15,000 per unit

£8,064 per unit

No

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

							DP	17.0)%
							Units	3	
								1	
	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			
workings	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715	cost per ha / units per ha		
0	Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779	plus CSH per unit		
	Build cost PU plus PO	£149,064	£131,564	£136,814	£136,704	£133,779	plus s106 per unit		
	Build cost PU plus DP	£174,405	£153,930	£160,072	£159,944	£156,521	times DP		
	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	inc. PO. CSH. DP		
			,	,					
Sales value per s	ite 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 p	roft 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 p	lot with 3 units - before considering EU	v							
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			

£2,986,785

£2,268,210

£2,054,783

£1,860,169

£1,675,436

SUSPC

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

	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha
1 High Posi EUV	£19 E00 000 pa	rha	(proviously developed b	igh and racidantial)	
Sales Value nsm	£19,500,000 pe	1110	(previously developed - II	ign enu residential)	
£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
f8.000	f1.110.285	£808.710	£699,533	£609.169	£528,686
£9,000	f1.380.285	f1.018.710	£894.533	£789,169	£693.686
£10,000	f1.650.285	f1.228.710	f1.089.533	£969,169	£858,686
£11,000	f1.920.285	f1.438.710	f1.284.533	f1.149.169	£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
-,	, ,	,, -	,- ,	,,	,,
2 - Medium EUV	£13,000,000 pe	r ha	(previously developed - of	fices)	
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
612.000	C2 C2E 70E	C1 005 310	C1 001 202	C1 C2C 1C0	C1 4C0 02C
£13,000	E2,035,765	£1,995,210	£1,001,205	£1,626,169	£1,460,936
£13,000	£2,055,785	£1,995,210	£1,801,285	£1,626,169	£1,460,936
±13,000 3 - Low Resi EUV	£10,400,000 pe	£1,995,210 r ha	(previously developed - lo	end residential)	£1,460,936
13,000 3 - Low Resi EUV Sales Value psm	£2,055,765 £10,400,000 pe	£1,995,210 r ha	(previously developed - lo	±1,626,169	£1,460,936
3 - Low Resi EUV Sales Value psm £4,000	£2,055,765 £10,400,000 pe £275,985	£1,995,210 r ha £159,810	(previously developed - lo	£1,626,169 wend residential) £52,969	£1,460,936
£13,000 3 - Low Resi EUV Sales Value psm £4,000 £5,000	£10,400,000 pe £275,985 £545,985	£1,995,210 r ha £159,810 £369,810	(previously developed - lo £96,983 £291,983	£1,626,169 w end residential) £52,969 £232,969	£1,460,936 £18,836 £183,836
£13,000 3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000 £7,000	£275,985 £10,400,000 pe £275,985 £545,985 £815,985 £815,985	£1,995,210 er ha £159,810 £369,810 £579,810	(previously developed - lo	£1,020,109 w end residential) £52,969 £232,969 £412,969 £522,069	£1,460,936 £18,836 £183,836 £348,836
E13,000 3 - Low Resi EUV Sales Value psm E4,000 £5,000 £6,000 £7,000 £000	£275,985 £10,400,000 pe £275,985 £545,985 £11,085,985 £1,085,985 £1,085,985	£1,995,210 r ha £159,810 £369,810 £579,810 £789,810	(previously developed - la	£1,626,169 we end residential) £52,969 £232,969 £412,969 £592,969	f18,836 f18,836 f183,836 f348,836 f513,836
£13,000 3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000 £7,000 £8,000	£275,985 £10,400,000 pe £275,985 £545,985 £1,085,985 £1,355,985 £1,355,985 £1,355,985	£1,995,210 r ha £159,810 £369,810 £579,810 £789,810 £999,810	(previously developed - lo f96,983 f291,983 f486,983 f681,983 f876,983 f876,983	£1,525,169 we end residential) £52,969 £232,969 £412,969 £592,969 £772,969 £772,969	£1,460,936 f18,836 f183,836 f348,836 f513,836 f678,836 f678,836
£13,000 3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000 £7,000 £8,000 £9,000	£10,400,000 pe £10,400,000 pe £275,985 £545,985 £1,085,985 £1,085,985 £1,625,985 £1	£1,995,210 r ha £159,810 £369,810 £789,810 £789,810 £1,209,810	(previously developed - lo	f52,969 f52,969 f232,969 f412,969 f592,969 f772,969 f952,969	£1,460,936 £18,836 £183,836 £513,836 £678,836 £843,836 £843,836
£13,000 3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000 £7,000 £8,000 £9,000 £10,000	£2,053,783 £10,400,000 pe £275,985 £545,985 £1,085,985 £1,355,985 £1,355,985 £1,625,985 £1,895,985 £1,895,985 £1,895,985 £1,895,985 £1,895,985 £1,895,985 £1,895,985 £1,895,985 £1,895,985 £1,895,985 £1,895,985 £1,895,985 £1,895,985 £1,895,985 £1,895,985 £1,895,985 £1,895,985 £1,895,985 £1,985,985 £1,85,985 £1,985 £1,985 £1,985 £1,985 £1,985 £1,985 £1,9	£1,995,210 f ha £159,810 £369,810 £7789,810 £789,810 £1,209,810 £1,419,810 £1,419,810	(previously developed - lc £96,983 £291,983 £486,983 £681,983 £876,983 £1,071,983 £1,266,983 £1,266,983	£1,526,169 wend residential) £52,969 £332,969 £412,969 £592,969 £772,969 £952,969 £1,132,969	f18,836 f183,836 f513,836 f678,836 f843,836 f843,836 f1,008,836 f1,008,836
£13,000 3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000 £7,000 £8,000 £9,000 £10,000 £11,000 £11,000	£10,400,000 pe £275,985 £545,985 £1,085,985 £1,355,985 £1,355,985 £1,625,985 £2,165,985 £2,165,985 £2,165,985	£1,995,210 f ha £159,810 £369,810 £779,810 £789,810 £1,209,810 £1,209,810 £1,419,810 £1,629,810	(previously developed - la £96,983 £291,983 £486,983 £681,983 £6876,983 £1,071,983 £1,266,983 £1,461,983 £1,461,983	£1,526,169 we end residential) £52,969 £332,969 £412,969 £592,969 £772,969 £952,969 £1,132,969 £1,132,969 £1,132,969	f18,836 f183,836 f183,836 f513,836 f678,836 f843,836 f1,008,836 f1,173,836 f1,173,836
£13,000 3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000 £7,000 £8,000 £9,000 £10,000 £11,000 £11,000 £12,000	£275,985 £10,400,000 pe £275,985 £545,985 £1,085,985 £1,355,985 £1,625,985 £2,165,985 £2,435,985 £2,435,985 £2,435,985	f1,995,210 f159,810 f369,810 f579,810 f789,810 f1,209,810 f1,209,810 f1,419,810 f1,629,810 f1,839,810	(previously developed - lo f96,983 f291,983 f486,983 f681,983 f876,983 f1,071,983 f1,266,983 f1,461,983 f1,4656,983 f1,461,983	£1,525,169 w end residential) £52,969 £232,969 £412,969 £772,969 £772,969 £1,132,969 £1,132,969 £1,312,969 £1,492,969	f18,836 f183,836 f348,836 f513,836 f678,836 f434,836 f1,008,836 f1,173,836 f1,338,836 f1,338,836
£13,000 3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000 £7,000 £8,000 £9,000 £10,000 £11,000 £12,000 £13,000	£275,985 £10,400,000 pe £275,985 £545,985 £1,085,985 £1,085,985 £1,625,985 £1,895,985 £2,165,985 £2,435,985 £2,705,985	£1,995,210 r ha £159,810 £369,810 £789,810 £1,209,810 £1,209,810 £1,629,810 £1,839,810 £2,049,810	(previously developed - la f96,983 f291,983 f486,983 f681,983 f876,983 f1,071,983 f1,266,983 f1,461,983 f1,656,983 f1,851,983	£1,525,169 w end residential) £52,969 £232,969 £412,969 £772,969 £772,969 £1,132,969 £1,132,969 £1,492,969 £1,492,969 £1,672,969	f18,836 f183,836 f348,836 f513,836 f678,836 f434,836 f1,008,836 f1,173,836 f1,338,836 f1,338,836 f1,503,836
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E13,000 3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000 £7,000 £8,000 £9,000 £10,000 £11,000 £11,000 £13,000 4 - Lower EUV Sales Value psm £4,000	£2,053,783 £10,400,000 pe £275,985 £545,985 £1,085,985 £1,085,985 £1,625,985 £1,625,985 £2,435,985 £2,435,985 £2,705,985 £3,900,000 pe £451,485	£1,995,210 f ha f159,810 f579,810 f789,810 f1,209,810 f1,419,810 f1,629,810 f1,839,810 f2,049,810 r ha f296,310	(previously developed - la	£1,525,169 w end residential) £52,969 £32,969 £412,969 £952,969 £772,969 £1,132,969 £1,312,969 £1,672,969 £1,672,969 cmmunity uses)	f18,836 f18,836 f183,836 f513,836 f678,836 f1,008,836 f1,078,836 f1,173,836 f1,173,836 f1,503,836 f1,503,836
E13,000 3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000 £7,000 £8,000 £10,000 £11,000 £11,000 £12,000 £13,000 4 - Lower EUV Sales Value psm £4,000 £5,000	£2,033,783 £10,400,000 pe £275,985 £545,985 £10,85,985 £1,355,985 £1,355,985 £1,625,985 £2,165,985 £2,435,985 £2,705,985 £3,900,000 pe £451,485 £721,485	£1,995,210 r ha £159,810 £369,810 £579,810 £1,209,810 £1,419,810 £1,629,810 £1,629,810 £1,839,810 £2,049,810 r ha £296,310	(previously developed - la £96,983 £291,983 £486,983 £681,983 £1,071,983 £1,266,983 £1,266,983 £1,461,983 £1,656,983 £1,851,983 (previously developed - ca £223,733 £148,733	£1,526,169 w end residential) £52,969 £332,969 £412,969 £952,969 £772,969 £1,132,969 £1,312,969 £1,322,969 £1,492,969 £1,672,969 community uses)	f18,836 f183,836 f5348,836 f678,836 f1,008,836 f1,008,836 f1,773,836 f1,338,836 f1,503,836 f1,503,836 f126,086 f291,086
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3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000 £7,000 £8,000 £9,000 £10,000 £11,000 £12,000 £13,000	£2,053,783 £10,400,000 pe f275,985 f545,985 f1,085,985 f1,085,985 f1,085,985 f1,625,985 f2,465,985 f2,435,985 f2,435,985 f2,705,985 f3,900,000 pe f451,485 f721,485 f991,485 f1,261,485 f1,261,485	£1,995,210 f 159,810 £369,810 £79,810 £79,810 £1,209,810 £1,209,810 £1,419,810 £1,629,810 £1,629,810 £2,049,810 f 2,049,810 f 2,049,810 f 2,06,310 £296,310 £716,310 £926,310 £1,136,310	(previously developed - lo	£1,525,169 w end residential) £52,969 £123,969 £412,969 £772,969 £772,969 £1,132,969 £1,312,969 £1,672,969 £1,672,969 £169,969 £349,969 £529,969 £729,969 £89,969	f18,836 f183,836 f348,836 f513,836 f678,836 f1,008,836 f1,173,836 f1,173,836 f1,506,86 f1,506,8
3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000 £7,000 £8,000 £9,000 £10,000 £11,000 £12,000 £13,000	£2,053,783 £10,400,000 pe f275,985 f545,985 f1,085,985 f1,085,985 f1,625,985 f2,165,985 f2,165,985 f2,435,985 f2,705,985 f2,705,985 f3,900,000 pe f451,485 f721,485 f1,261,485 f1,261,485 f1,531,485 f1,801,485	£1,995,210 f 159,810 £369,810 £579,810 £789,810 £1,209,810 £1,419,810 £1,629,810 £1,629,810 £2,049,810 £2,049,810 f 1,629,6,310 £296,310 £10,6310 £1,136,310	(previously developed - la £96,983 £291,983 £486,983 £681,983 £1,071,983 £1,266,983 £1,461,983 £1,465,983 £1,455,983 £1,851,983 (previously developed - ca £223,733 £418,733 £613,733 £808,733 £1,198,733 £1,198,733	£1,525,169 w end residential) £52,969 £123,969 £412,969 £592,969 £1772,969 £1,312,969 £1,312,969 £1,372,969 £1,672,969 £1,672,969 £349,969 £349,969 £529,969 £700,969 £889,969 £1,069,969 £1,069,969	f18,836 f18,836 f183,836 f513,836 f678,836 f1,008,836 f1,173,836 f1,173,836 f1,38,836 f1,503,836 f1,503,836 f126,086 f291,086 f621,086 f621,086 f551,086
E13,000 3 - Low Resi EUV Sales Value psm	£2,053,783 £10,400,000 pe £275,985 £545,985 £1,085,985 £1,085,985 £1,625,985 £2,165,985 £2,165,985 £2,705,985 £3,900,000 pe £3,900,000 pe £451,485 £721,485 £1,261,485 £1,261,485 £1,531,485 £1,531,485 £1,071,485	£1,995,210 f 159,810 £369,810 £579,810 £1,209,810 £1,209,810 £1,419,810 £1,419,810 £1,629,810 £1,629,810 £2,049,810 £206,310 £506,310 £1,136,310 £1,36,310 £1,356,310	(previously developed - la f96,983 f291,983 f486,983 f681,983 f1,071,983 f1,266,983 f1,461,983 f1,656,983 f1,461,983 f1,656,983 f1,451,983 (previously developed - ca f223,733 f418,733 f613,733 f1,003,733 f1,198,733 f1,393,733 f1,393,733	E1,525,169 w end residential) E52,969 E323,969 E412,969 E592,969 E772,969 E1,312,969 E1,312,969 E1,492,969 E1,672,969 E1,672,969 E169,969 E349,969 E529,969 E709,969 E889,969 E1,069	f18,836 f183,836 f348,836 f513,836 f678,836 f1,008,836 f1,078,836 f1,338,836 f1,338,836 f1,338,836 f1,503,836 f1,503,836 f126,086 f291,086 f456,086 f291,086 f126,086 f1,116,086
E13,000 3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000 £7,000 £10,000 £11,000 £12,000 £13,000 4 - Lower EUV Sales Value psm £4,000 £5,000 £5,000 £6,000 £1,0000 £1,0000 £1,0	£2,033,783 £10,400,000 pe £275,985 £545,985 £1,085,985 £1,085,985 £1,625,985 £2,165,985 £2,165,985 £2,705,985 £3,900,000 pe £451,485 £721,485 £721,485 £1,261,485 £1,261,485 £1,261,485 £1,261,485 £1,261,485 £1,2071,485 £2,341,485 £2,341,485	<pre>f1,995,210 f1,995,210 f1,995,210 f1,995,210 f1,998,10 f1,789,810 f1,209,810 f1,419,810 f1,629,810 f1,839,810 f1,839,810 f2,049,810 r ha f2296,310 f1,136,310 f1,36,310 f1,36,310 f1,556,310 f1,566,310</pre>	(previously developed - la £96,983 £291,983 £486,983 £1071,983 £1,266,983 £1,266,983 £1,461,983 £1,4733 £1,493,733 £1,198,733 £1,393,733 £1,393,733 £1,393,733 £1,393,733 £1,393,733 £1,588,738 £1,588,738 £1,588,738 £1,588,738 £1,588,738 £1,588,738 £1,588,738 £1,588,738 £1,588,738 £1,588,738 £1,588,738 £1,588,738 £1,588,738 £1,588,748,748 £1,588,748,748 £1,588,748,748,748 £1,588,748,748,748 £1,588,748,74	£1,526,169 we end residential) £52,969 £332,969 £412,969 £592,969 £1,312,969 £1,312,969 £1,322,969 £1,492,969 £1,672,969 £349,969 £349,969 £349,969 £10,069,969 £1,249,969 £1,249,969	f1,460,936 f18,836 f183,836 f513,836 f678,836 f1,008,836 f1,008,836 f1,773,836 f1,338,836 f1,503,836 f1,503,836 f126,086 f291,086 f621,086 f621,086 f1,116,086 f1,116,086 f1,116,086
E13,000 3 - Low Resi EUV Sales Value psm £4,000 £5,000 £6,000 £7,000 £10,000 £11,000 £12,000 £13,000 4 - Lower EUV Sales Value psm £4,000 £5,000 £6,000 £7,000 £6,000 £7,000 £6,000 £1,0000 £1,0000 £1,0	£2,053,783 £10,400,000 pe f275,985 f545,985 f1,085,985 f1,085,985 f1,625,985 f1,625,985 f2,165,985 f2,435,985 f2,435,985 f2,435,985 f2,435,985 f2,435,985 f2,435,985 f2,435,985 f2,435,985 f2,435,985 f2,61,485 f1,261,485 f1,801,485 f2,071,485 f2,231,485 f2,241,485 f2,611,485 f2,611,485	<pre>f1,995,210 f1,995,210 f1,995,210 f369,810 f579,810 f1,209,810 f1,209,810 f1,419,810 f1,629,810 f1,629,810 f1,629,810 f2,049,810 f2,049,810 f1,839,810 f2,049,810 f1,839,810 f1,36,310 f1,36,310 f1,36,310 f1,366,310 f1,766,310 f1,766,310 f1,766,310 f1,766,310 f1,766,310 f1,766,310 f1,766,310 f1,766,310 f1,976,310 f1,976,970 f1,976 f1,976</pre>	(previously developed - lo £96,983 £291,983 £681,983 £1,266,983 £1,266,983 £1,266,983 £1,461,983 £1,461,983 £1,656,983 £1,851,983 (previously developed - co £223,733 £418,733 £1,003,733 £1,198,733 £1,393,733 £1,393,733 £1,783,733 £1,783,733	£1,525,169 w end residential) £52,969 £123,969 £123,969 £772,969 £592,969 £1,132,969 £1,432,969 £1,492,969 £1,672,969 £149,969 £529,969 £529,969 £1069,969 £1069,969 £1,249,969 £1,429,969 £1,429,969 £1,429,969	f18,836 f183,836 f183,836 f513,836 f678,836 f1,008,836 f1,173,836 f1,338,836 f1,503,836 f1,503,836 f1,503,836 f1,503,836 f1,503,836 f1,503,836 f1,503,836 f1,503,836 f1,503,836 f1,503,836 f1,503,836 f1,503,836 f1,503,836 f1,503,836 f1,503,836 f1,503,836 f1,503,836 f1,503,836 f1,160,86 f1,146,086 f1,281,086 f1,281,086 f1,281,086 f1,281,086
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)	
£4,000	e	e	8	8	8
£5,000	(e	٢	e	(
£6,000	٢	0	0	٢	٢
£7,000	٢	0	٢	٢	٢
£8,000	٢	0	0	٢	٢
£9,000	٢	0	٢	٢	٢
£10,000	٢	0	0	٢	٢
£11,000	٢	0	٢	٢	٢
£12,000	٢	0	0	٢	0
£13,000	٢	O	0	٢	٢
2 - Medium FLIV	£13,000,000	ner ha	(previously developed -	offices)	
£4,000	((2)		(2)	8
£5,000	٢	0	0	٢	0
£6,000	<u> </u>	0	0	<u></u>	0
£3,000	<u> </u>	0	©	٢	0
f8.000	<u> </u>		<u> </u>	٢	0
£9.000	<u> </u>	<u> </u>	<u></u>	٢	0
f10.000	٢	O	٢	٢	0
£11.000	<u> </u>	<u> </u>	<u></u>	٢	0
f12.000	<u> </u>		<u> </u>	٢	0
£13,000	0	<u></u>	<u></u>	٢	0
3 - Low EUV	£10,400,000	per ha	(previously developed -	low end residential)	Ø
±4,000			©	0	<u> </u>
£5,000				0	0
£6,000			©	0	0
£7,000				0	0
£8,000				<u> </u>	 ©
£9,000				0	
£11,000					
£12,000		0		0	0
£13,000		0	0	0	0
115,000				_	
4 - Lower EUV	£3,900,000	per ha	(previously developed -	community uses)	
£4,000				O	0
£5,000				<u> </u>	0
£6,000					0
£7,000	 	 		U	0
£8,000				U	O
£9,000	 		 	U	0
£10,000	 			U U U U U U U U U U U U U U U U U U U	0
£11,000	 			U	O
£12,000		U U	U O	Ü	0
£13,000	w w		Ü	U	U

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

							-
	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	
workings	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715	cost per ha / units per ha
	Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779	plus CSH per unit
	Build cost PU plus PO	£149,064	£131,564	£136,814	£136,704	£133,779	plus s106 per unit
	Build cost PU plus DP	£174,405	£153,930	£160,072	£159,944	£156,521	times DP
	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	inc. PO, CSH, DP
Sales value per site wit	h 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 proft pe	r site with 6 units						
Sales Value psm							
£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 wit	h 6 units - before consideri	ng EUV					
Sales Value psm							
£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	

SUSPC

£15,000 per unit

£8,064 per unit

No

17.0%

6

PO CSH

Grant

DP

Units

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 Resi FLIV	£19,500,000, per ba		(previously developed - h		
Sales Value psm	113,500,000 p	ci nu	(previously developed in	ight chu residentialy	
f4.000	f60.571	-f62.579	-£160.934	-f221.662	-f262.629
£5,000	f600.571	£357.421	f229.066	f138.338	£67.371
£6.000	f1.140.571	£777.421	f619.066	£498.338	£397.371
£7.000	f1.680.571	f1.197.421	£1.009.066	f858.338	f727.371
£8.000	f2.220.571	f1.617.421	£1.399.066	f1.218.338	£1.057.371
£9,000	£2,760.571	f2.037.421	£1,789.066	f1.578.338	£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
2 - Medium EUV	£13,000,000 p	er ha	(previously developed - of	fices)	
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
3 - Low Resi EUV	£10,400,000 p	er ha	(previously developed - lo	w end residential)	
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
4 Lower EUV	c2 000 000 m	or ho	(mayingly dayaland	(according to the second	
Sales Value nom	£3,500,000 p	erna	(previously developed - co	ommunity uses	
54 000	£902 971	£502.621	£117.166	£330 038	£252 171
£5,000	£1 442 971	£1 012 621	£837.466	£600 038	£582,171
£6,000	£1 982 971	£1 /32 621	£1 227 466	£1 050 038	£012,171
£7,000	£2 522 071	£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	£3,002,971 £3,603,071	£7 607 671	£2,007,400	£7 120 029	£1 002 171
£10,000	£7,002,971 £7,172,071	£2,052,021	£2,337,400	£2,133,330	£7 727 171
£11,000	£4 682 971	£3 537 671	£3 177 466	£2,455,556	£2,252,171
£12,000	£5 222 071	£3,952,021	£3 567 466	£3 219 938	£2,302,171
f13.000	£5,222,571 £5,762,071	£4 372 621	£3,957,460	£3 579 938	£3 777 171
L13,000	13,702,971	14,372,021	13,337,400	13,373,338	13,222,171

SUSPC

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)	
£4,000		e	8	8	8
£5,000	(e	©	((
£6,000	٢	0	©	٢	0
£7,000	٢	٢	0	٢	0
£8,000	٢	0	0	٢	0
£9,000	٢	0	©	٢	0
£10,000	٢	0	©	٢	0
£11,000	٢	٢	0	٢	0
£12,000	٢	٢	0	٢	0
£13,000	٢	٢	٢	٢	٢
2 - Medium EUV	£13.000.000	per ha	(previously developed - c	offices)	
£4,000	(· · · · · · · · · · · · · · · · · · ·	(2)	8
£5,000	٢	٢	٢	٢	٢
£6,000	٢	٢	٢	٢	٢
£7,000	٢	٢	٢	٢	٢
£8,000	٢	٢	٢	٢	٢
£9,000	٢	٢	٢	٢	٢
£10,000	٢	٢	٢	٢	٢
£11,000	٢	٢	٢	٢	٢
£12,000	٢	0	0	٢	٢
£13,000	٢	©	0	٢	٢
2 Low FUV	610 400 000	norba	(proviously developed	low and rasidantial)	
£4,000	()			©	<u> </u>
£5,000	0	0	0	Ö	0
£6,000	0		0	<u></u>	0
£7.000	0	<u></u>	0	©	0
£8,000	<u> </u>		0	<u></u>	0
£9.000	<u> </u>		<u></u>	<u></u>	0
£10.000	<u> </u>		<u> </u>		0
£11.000	<u> </u>	<u></u>	0	٢	0
£12.000	٢	0	٢	٢	0
£13,000	٢	٢	٢	٢	0
4 - Lower FUV	£3,900,000	ner ha	(previously developed -	community uses)	
£4 000	<u> </u>				O
£5.000	<u> </u>		<u></u>	<u></u>	0
£6,000	<u> </u>		0	<u></u>	0
£7.000	0		<u></u>	<u></u>	0
£8,000	©	0	<u></u>	٢	٢
£9,000	0	0	©	٢	٢
£10,000	٢	0	٢	٢	٢
£11,000	٢	٢	٢	٢	٢
£12,000	٢	٢	٢	٢	٢
£13,000		٢	<u></u>	٢	٢

РО

CSH

Grant

DP

Units

£15,000 per unit

£8,064 per unit

No

17.0%

9

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

Cost and profit calculations - 9 units

Density

SUSPC

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	
	Build cost per ha	£4,410,000	£7,595,000	£14,787,500	£22,728,000	£28,785,900	
workings	Build cost PU	£126,000	£108,500	£113,750	£113,640	£110,715	cost per ha / units per ha
	Build cost PU plus CSH	£134,064	£116,564	£121,814	£121,704	£118,779	plus CSH per unit
	Build cost PU plus PO	£149,064	£131,564	£136,814	£136,704	£133,779	plus s106 per unit
	Build cost PU plus DP	£174,405	£153,930	£160,072	£159,944	£156,521	times DP
	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	inc. PO, CSH, DP
Sales value per site wit	h 9 units	35 /ha	70 /ha	130 /ha	200 /ha	260 /ha	
Sales Value psm							
£4,000	0	£3,240,000	£2,520,000	£2,340,000	£2,160,000	£1,980,000	
£5,000	0	£4,050,000	£3,150,000	£2,925,000	£2,700,000	£2,475,000	
£6,000	0	£4,860,000	£3,780,000	£3,510,000	£3,240,000	£2,970,000	
£7,000	0	£5,670,000	£4,410,000	£4,095,000	£3,780,000	£3,465,000	
£8,000	0	£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	0	£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 proft pe	er site with 9 units						
Sales Value psm							
£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	J	£1,569,644	£1,385,369	£1,440,651	£1,439,493	£1,408,693	
Land value per plot wit	h 9 units - before consideri:	ng EUV					
Sales Value psm		-					
£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
1 - High Resi ELIV	£19 500 000) ner ha	(previously developed -	high and residential)	
Sales Value nsm	115,500,000	o per na	(previously developed -	ingir enu residential)	
£4 000	£90.856	5 -£93,869	-£241 401	-£332 493	-£393 943
£5,000	£90,030	5 £536131	£343 599	£207 507	£101 057
£6,000	£1 710 850	5 £1.166.131	£928 599	£747 507	£596.057
£7,000	£2,520,850	5 £1,100,131	£1 513 599	£1 287 507	£1 091 057
£8,000	£3 330 850	5 £2,756,131	£2,098,599	£1,207,507	£1,535,057
£9,000	£4,140,850	f f 2,420,131	£2,653,555	£2,367,507	£2 081 057
£10,000	£4 950 850	5 £3,686,131	£3 268 599	£2,907,507	£2,576,057
£11,000	£5,760,850	5 £4,316,131	£3 853 599	£3 447 507	£3,071,057
£12,000	£6.570.856	5 £4,946,131	£4,438,599	£3,987,507	£3,566,057
£13,000	£7.380.856	5 £5.576.131	£5.023.599	£4,527,507	£4,061,057
				,=,==.	,= _,==
2 - Medium EUV	£13,000,000) per ha	(previously developed -	offices)	
Sales Value psm					
£4,000	£617,356	5 £315,631	£138,849	£18,507	-£72,193
£5,000	£1,427,356	5 £945,631	£723,849	£558,507	£422,807
£6,000	£2,237,356	5 £1,575,631	£1,308,849	£1,098,507	£917,807
£7,000	£3,047,356	5 £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	5 £4,095,631	£3,648,849	£3,258,507	£2,897,807
£11,000	£6,287,356	5 £4,725,631	£4,233,849	£3,798,507	£3,392,807
£12,000	£7,097,356	5 £5,355,631	£4,818,849	£4,338,507	£3,887,807
£13,000	£7,907,356	5 £5,985,631	£5,403,849	£4,878,507	£4,382,807
3 - Low Resi EUV	£10,400,000) per ha	(previously developed -	low end residential)	
Sales Value psm					
£4,000	£827,956	5 £479,431	£290,949	£158,907	£56,507
£5,000	£1,637,956	5 £1,109,431	£875,949	£698,907	£551,507
£6,000	£2,447,956	5 £1,739,431	£1,460,949	£1,238,907	£1,046,507
£7,000	£3,257,956	5 £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	6 £4,259,431	£3,800,949	£3,398,907	£3,026,507
£11,000	£6,497,956	5 £4,889,431	£4,385,949	£3,938,907	£3,521,507
£12,000	£7,307,956	6 £5,519,431	£4,970,949	£4,478,907	£4,016,507
£13,000	£8,117,956	6 £6,149,431	£5,555,949	£5,018,907	£4,511,507
4 - Lower EUV	£3,900,000	D per ha	(previously developed -	community uses)	
Sales Value psm					
£4,000	£1,354,456	5 £888,931	£671,199	£509,907	£378,257
£5,000	£2,164,456	5 £1,518,931	£1,256,199	£1,049,907	£873,257
£6,000	£2,974,456	5 £2,148,931	£1,841,199	£1,589,907	£1,368,257
£7,000	£3,784,456	5 £2,778,931	£2,426,199	£2,129,907	£1,863,257
£8,000	£4,594,456	5 £3,408,931	£3,011,199	£2,669,907	£2,358,257
£9,000	£5,404,456	5 £4,038,931	£3,596,199	£3,209,907	£2,853,257
£10,000	£6,214,456	5 £4,668,931	£4,181,199	£3,749,907	£3,348,257
£11,000	£7,024,456	6 £5,298,931	£4,766,199	£4,289,907	£3,843,257
£12,000	£7,834,456	6 £5,928,931	£5,351,199	£4,829,907	£4,338,257
£13,000	£8,644,456	6 £6,558,931	£5,936,199	£5,369,907	£4,833,257

SUSPC

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)	
£4,000	e	e	8	8	8
£5,000	(e	٢	e	(
£6,000	٢	0	0	٢	٢
£7,000	٢	0	٢	٢	٢
£8,000	٢	0	0	٢	٢
£9,000	٢	0	٢	٢	٢
£10,000	٢	0	0	٢	٢
£11,000	٢	0	٢	٢	٢
£12,000	٢	0	0	٢	0
£13,000	٢	O	0	٢	٢
2 - Medium FLIV	£13,000,000	ner ha	(previously developed -	offices)	
£4,000	((2)		(2)	8
£5,000	٢	0		٢	0
£6,000	<u> </u>	0	0	<u></u>	0
£3,000	<u> </u>	0	0	٢	0
f8.000	<u> </u>		<u> </u>	٢	0
£9.000	<u> </u>	<u> </u>	<u></u>	٢	0
f10.000	٢	O	٢	٢	0
£11.000	<u> </u>	<u></u>	<u></u>	٢	0
f12.000	<u> </u>		<u> </u>	٢	0
£13,000	0	<u></u>	<u></u>	٢	0
3 - Low EUV	£10,400,000	per ha	(previously developed -	low end residential)	Ø
±4,000			©	0	<u> </u>
£5,000				0	0
£6,000			©	0	0
£7,000				0	0
£8,000				<u> </u>	 ©
£9,000				0	
£11,000					
£12,000		0		0	0
£13,000		0	0	0	0
115,000				_	
4 - Lower EUV	£3,900,000	per ha	(previously developed -	community uses)	
£4,000					0
£5,000					0
£6,000					0
£7,000	 	 		U	0
£8,000				U	O
£9,000	 		 		0
£10,000	 			U U U U U U U U U U U U U U U U U U U	©
£11,000	 			U	O
£12,000		U U	U O	Ü	0
£13,000	w w		Ü	U	U