
Worcestershire

CIL Viability Study – Results Annex

Jointly commissioned by Worcestershire County Council for Bromsgrove, Malvern Hills, Redditch, Worcester, Wychavon and Wyre Forest Councils

December 2012

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HDH Planning and Development

Worcestershire CIL Viability Study

Jointly commissioned by Bromsgrove, Malvern Hills, Redditch, Worcester, Wychavon and Wyre Forest Councils

Draft assumptions, appraisals and findings

Bromsgrove Affordable Targets

Private and Confidential.

Bromsgrove
Inputs

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16
Site Area - GROSS	ha		14.17	13.33	6.25	4.17	3.00	1.40	0.60	0.42	0.40	0.57	0.30	0.20	0.12	0.10	0.10	0.10
Units			314.00	250.00	133.00	88.00	81.00	70.00	60.00	30.00	24.00	24.00	12.00	10.00	5.00	4.00	3.00	1.00
Average Unit Size	m2		81.92	82.92	92.49	95.18	78.84	78.84	76.43	70.63	69.29	90.46	86.75	80.40	84.60	83.50	92.00	111.00
Mix	Intermediate to Buy		13.00%	13.00%	13.00%	13.00%	13.00%	10.00%	0.00%	10.00%	10.00%	13.00%	13.00%	10.00%	0.00%	0.00%	0.00%	0.00%
	Affordable Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Social Rent		27.00%	27.00%	27.00%	27.00%	27.00%	20.00%	0.00%	20.00%	20.00%	27.00%	27.00%	20.00%	0.00%	0.00%	0.00%	0.00%
Price	Market	£/m2	2,100	2,050	2,175	2,250	2,200	2,050	0	1,900	2,250	2,250	2,200	1,800	1,850	2,350	2,600	3,000
	Intermediate to Buy	£/m2	1,470	1,435	1,523	1,575	1,540	1,435	0	1,330	1,575	1,575	1,540	1,260	1,295	1,645	1,820	2,100
	Affordable Rent	£/m2	1,081	1,081	1,081	1,081	1,081	1,081	0	1,081	1,081	1,081	1,081	1,081	1,081	1,081	1,081	1,081
	Social Rent	£/m2	1,155	1,128	1,196	1,238	1,210	1,128	0	1,045	1,238	1,238	1,210	990	1,018	1,293	1,430	1,650
Grant and Subsidy	Intermediate to Buy	£/unit																
	Affordable Rent	£/unit																
	Social Rent	£/unit																
Sales per Quarter			20	20	9	9	12	8	12	8	4	6	2	5	2	2	2	1
Unit Build Time			3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Alternative Use Value	£/ha		25,000	25,000	25,000	25,000	25,000	450,000	450,000	450,000	450,000	25,000	50,000	450,000	450,000	750,000	50,000	50,000
Up Lift %	%		20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
Additional Uplift	£/ha		250,000	250,000	250,000	250,000	250,000	0	0	0	0	250,000	250,000	0	0	0	250,000	250,000
Easements etc	£		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	% land		1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%
Planning Fee	<50	£/unit	335	335	335	335	335	335	335	335	335	335	335	335	335	335	335	335
	>50	£/unit	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Architects	%		6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
QS / PM	%		5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%
Planning Consultants	%		1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
Other Professional	%		2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
Build Cost - BCIS Based	£/m2		924	925	911	906	895	953	1,298	862	933	875	927	993	891	852	990	968
Pre CIL s106	£/Unit		1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
Post CIL s106	£/Unit		1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
Contingency	%		2.5%	2.5%	2.5%	2.5%	2.5%	5.0%	5.0%	5.0%	5.0%	2.5%	2.5%	5.0%	5.0%	2.5%	2.5%	2.5%
Abnormals	%		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	£/site		1,000,000	750,000	0	0	0	200,000	0	0	100,000	0	0	0	25,000	0	0	0
FINANCE	Fees	£	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Interest	%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%
	Legal and Valuation	£	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500
SALES	Agents	%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
	Legals	%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%
	Misc.	£	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Developers Profit	% of costs (before interest)		20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
	% of GDV		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

Bromsgrove
Site 1

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	81.9	60%	188	2,100	32,410,980	15,434
Shared Ownership	81.9	13%	41	1,470	4,915,665	3,344
Affordable Rent	81.9	0%	0	1,081	0	0
Social Rent	81.9	27%	85	1,155	8,021,718	6,945
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	14.17 ha		22	/ha	45,348,363	25,723

Sales per Quarter	20
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	4,560,856	321,943
Alternative Use Value	354,167	25,000
Uplift	70,833	5,000
Plus /ha	250,000	3,541,667
Viability Threshold	3,966,667	280,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	694,607	45 £/m2
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DEVELOPMENT COSTS			
LAND		/unit or m2	Total
Land		14,525	4,560,856
Stamp Duty			228,043
Easements etc.			0
Legals Acquisition	1.50%	68,413	296,456
PLANNING			
Planning Fee			114,840
Architects	6.00%		1,540,276
QS / PM	5.00%		1,283,563
Planning Consultants	1.00%		256,713
Other Professional	2.00%		513,425
			3,708,817
CONSTRUCTION			
Build Cost - BCIS Based		924	23,763,186
s106 / CIL	1.000		314,000
Contingency	2.50%		594,080
Abnormals		1,000,000	25,671,266
FINANCE			
Fees			10,000
Interest	7.00%		17,500
Legal and Valuation			7,500
SALES			
Agents	2.0%		906,967
Legals	0.5%		226,742
Misc.		5,000	1,138,709
			35,393,603
Developers Profit			
% of costs (before interest)	20.00%		7,078,721
% of GDV	0.00%		0

Planning fee calc			
	dwgs	rate	
Planning app fee	314		
No dwgs	264	335	88,440
No dwgs under 1	264	100	26,400
No dwgs over 5k	264		
Total			114,840

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			228,043

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			198,333

Post CIL s106	1,000	£/ Unit (all)	314,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6				
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
INCOME																									
UNITS Started			9	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	5		2,064,394	2,064,394	2,064,394	2,064,394	
Market Housing			0	0	0	0	928,977	2,064,394	2,064,394	2,064,394	2,064,394	2,064,394	2,064,394	2,064,394	2,064,394	2,064,394	2,064,394	2,064,394	2,064,394	2,064,394	2,064,394	2,064,394	516,098	0	
Shared Ownership			0	0	0	0	140,895	313,100	313,100	313,100	313,100	313,100	313,100	313,100	313,100	313,100	313,100	313,100	313,100	313,100	313,100	313,100	78,275	0	
Affordable Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Social Rent			0	0	0	0	229,922	510,937	510,937	510,937	510,937	510,937	510,937	510,937	510,937	510,937	510,937	510,937	510,937	510,937	510,937	510,937	127,734	0	
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME	0	0	0	0	0	0	1,299,794	2,888,431	2,888,431	2,888,431	2,888,431	2,888,431	2,888,431	2,888,431	2,888,431	2,888,431	2,888,431	2,888,431	2,888,431	2,888,431	2,888,431	2,888,431	722,108	0	
EXPENDITURE																									
Stamp Duty	228,043																								
Easements etc.	0																								
Legals Acquisition	68,413																								
Planning Fee	114,840																								
Architects	770,138		770,138																						
QS	641,782		641,782																						
Planning Consultants	128,356		128,356																						
Other Professional	256,713		256,713																						
Build Cost - BCIS Base	0	227,037	731,563		1,236,089	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,135,184	630,658	126,132	0	0	0	
s106/CIL		314,000																							
Contingency	0	5,676	18,289		30,902	37,839	37,839	37,839	37,839	37,839	37,839	37,839	37,839	37,839	37,839	37,839	37,839	37,839	28,380	15,766	3,153	0	0	0	
Abnormals	0	9,554	30,786		52,017	63,694	63,694	63,694	63,694	63,694	63,694	63,694	63,694	63,694	63,694	63,694	63,694	63,694	47,771	26,539	5,308	0	0	0	
Finance Fees	10,000																								
Legal and Valuation	7,500																								
Agents	0	0	0	0	0	0	25,996	57,769	57,769	57,769	57,769	57,769	57,769	57,769	57,769	57,769	57,769	57,769	57,769	57,769	57,769	14,442	0	0	
Legals	0	0	0	0	0	0	6,499	14,442	14,442	14,442	14,442	14,442	14,442	14,442	14,442	14,442	14,442	14,442	14,442	14,442	14,442	14,442	3,611	0	0
Misc.	0	0	5,000		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	2,225,784	0	2,358,255	780,638	1,319,009	1,615,112	1,647,607	1,687,323	1,687,323	1,687,323	1,687,323	1,687,323	1,687,323	1,687,323	1,687,323	1,687,323	1,687,323	1,687,323	1,283,545	745,174	206,803	72,211	18,053	0	
For Residual Valuation																									
Land	4,560,856																								
Interest		118,766	120,845	164,229	180,764	207,010	238,897	249,165	232,506	215,555	198,308	180,759	162,903	144,734	126,248	107,438	88,298	68,824	49,009	21,781	0	0	0	0	
Profit on Costs																									
Profit on GDV																									
Cash Flow	-6,786,640	-118,766	-2,479,100	-944,867	-1,499,773	-1,822,123	-586,711	951,943	968,602	985,552	1,002,800	1,020,349	1,038,205	1,056,373	1,074,860	1,093,670	1,112,809	1,132,283	1,555,876	2,121,475	2,681,627	2,816,220	704,055	-7,078,721	
Opening Balance	0																								
Closing Balance	-6,786,640	-6,905,406	-9,384,506	-10,329,373	-11,829,145	-13,651,268	-14,237,978	-13,286,035	-12,317,434	-11,331,881	-10,329,081	-9,308,733	-8,270,528	-7,214,155	-6,139,295	-5,045,625	-3,932,816	-2,800,533	-1,244,657	876,818	3,558,446	6,374,666	7,078,721	0	

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	1,299,794	2,888,431	2,888,431	2,888,431	2,888,431	2,888,431	2,888,431	2,888,431	2,888,431	2,888,431	2,888,431	2,888,431	2,888,431	2,888,431	2,888,431	2,888,431	722,108	0
EXPENDITURE																								
Land	3,966,667																							
Stamp Duty	198,333	0</																						

Bromsgrove
Site 2

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	82.9	60%	150	2,050	25,497,900	12,438
Shared Ownership	82.9	13%	33	1,435	3,867,182	2,695
Affordable Rent	82.9	0%	0	1,081	0	0
Social Rent	82.9	27%	68	1,128	6,310,730	5,597
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	13.33 ha		19	/ha	35,675,812	20,730

Sales per Quarter	20
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	3,235,698	242,677
Alternative Use Value	333,333	25,000
Uplift	66,667	5,000
Plus /ha	250,000	3,333,333
Viability Threshold	3,733,333	280,000

Additional Profit -517,739 -42 £/m2

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			
LAND		/unit or m2	Total
Land		12,943	161,785
Stamp Duty			3,235,698
Easements etc.			0
Legals Acquisition	1.50%		48,535
PLANNING			
Planning Fee		87,000	87,000
Architects	6.00%	1,238,940	1,238,940
QS / PM	5.00%	1,032,450	1,032,450
Planning Consultants	1.00%	206,490	206,490
Other Professional	2.00%	412,980	2,977,860
CONSTRUCTION			
Build Cost - BCIS Based		925	19,169,753
s106 / CIL	1.00%	250,000	250,000
Contingency	2.50%	479,244	479,244
Abnormals		750,000	20,648,997
FINANCE			
Fees		10,000	10,000
Interest	7.00%		
Legal and Valuation		7,500	17,500
SALES			
Agents	2.0%	713,516	713,516
Legals	0.5%	178,379	178,379
Misc.		5,000	896,895
Developers Profit			27,987,269
% of costs (before interest)	20.00%		5,597,454
% of GDV	0.00%		0

Planning fee calc			
	dwgs	rate	
Planning app fee	250		
No dwgs	200	335.00	67,000
No dwgs under 1	200	100.00	20,000
No dwgs over 5k			
Total			87,000

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			161,785

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			186,667

Post CIL s106	1,000	£/ Unit (all)	250,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			10	20	20	20	20	20	20	20	20	20	20	20	20	20	2,039,832	2,039,832	2,039,832	2,039,832	2,039,832	2,039,832	2,039,832	0
Market Housing			0	0	0	0	1,019,916	2,039,832	2,039,832	2,039,832	2,039,832	2,039,832	2,039,832	2,039,832	2,039,832	2,039,832	2,039,832	2,039,832	2,039,832	0	0	0	0	0
Shared Ownership			0	0	0	0	154,687	309,375	309,375	309,375	309,375	309,375	309,375	309,375	309,375	309,375	309,375	309,375	309,375	0	0	0	0	0
Affordable Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	252,429	504,858	504,858	504,858	504,858	504,858	504,858	504,858	504,858	504,858	504,858	504,858	504,858	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	1,427,032	2,854,065	2,854,065	2,854,065	2,854,065	2,854,065	2,854,065	2,854,065	2,854,065	2,854,065	2,854,065	2,854,065	2,854,065	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	161,785																							
Easements etc.	0																							
Legals Acquisition	48,535																							
Planning Fee	87,000																							
Architects	619,470		619,470																					
QS	516,225		516,225																					
Planning Consultants	103,245		103,245																					
Other Professional	206,490		206,490																					
Build Cost - BCIS Base	0	255,597	766,790		1,277,984	1,533,580	1,533,580	1,533,580	1,533,580	1,533,580	1,533,580	1,533,580	1,533,580	1,533,580	1,533,580	1,022,387	511,193	0	0	0	0	0	0	0
s106/CIL		250,000																						
Contingency	0	6,390	19,170		31,950	38,340	38,340	38,340	38,340	38,340	38,340	38,340	38,340	38,340	38,340	25,560	12,780	0	0	0	0	0	0	0
Abnormals	0	10,000	30,000		50,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	40,000	20,000	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	28,541	57,081	57,081	57,081	57,081	57,081	57,081	57,081	57,081	57,081	57,081	57,081	57,081	0	0	0	0	0
Legals	0	0	0	0	0	0	7,135	14,270	14,270	14,270	14,270	14,270	14,270	14,270	14,270	14,270	14,270	14,270	14,270	0	0	0	0	0
Misc.	0	0	5,000		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	1,760,250	0	1,972,416	815,960	1,359,933	1,631,920	1,667,596	1,703,271	1,703,271	1,703,271	1,703,271	1,703,271	1,703,271	1,703,271	1,703,271	1,159,298	615,325	71,352	71,352	0	0	0	0	0
For Residual Valuation																								
Land	3,235,698																							
Interest		87,429	88,959	125,033	141,501	167,776	199,270	206,967	190,450	173,644	156,544	139,145	121,441	103,427	85,099	66,449	37,953	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								5,597,454
Cash Flow	-4,995,948	-87,429	-2,061,375	-940,993	-1,501,434	-1,799,695	-439,833	943,826	960,343	977,149	994,249	1,011,649	1,029,352	1,047,366	1,065,695	1,628,318	2,200,787	2,782,713	2,782,713	0	0	0	0	-5,597,454
Opening Balance	0																							
Closing Balance	-4,995,948	-5,083,377	-7,144,752	-8,085,745	-9,587,179	-11,386,874	-11,826,708	-10,882,881	-9,922,538	-8,945,389	-7,951,140	-6,939,491	-5,910,139	-4,862,773	-3,797,078	-2,168,760	32,027	2,814,741	5,597,454	5,597,454	5,597,454	5,597,454	5,597,454	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	1,427,032	2,854,065	2,854,065	2,854,065	2,854,065	2,854,065	2,854,065	2,854,065	2,854,065	2,854,065	2,854,065	2,854,065	2,854,065	0	0	0	0	0
EXPENDITURE																								
Land	3,733,333																							
Stamp Duty	186,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	56,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				

Bromsgrove
Site 4

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	95.2	60%	53	2,250	11,307,600	5,026
Shared Ownership	95.2	13%	11	1,575	1,714,986	1,089
Affordable Rent	95.2	0%	0	1,081	0	0
Social Rent	95.2	27%	24	1,238	2,798,631	2,262
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	4.17 ha		21	/ha	15,821,217	8,376

Sales per Quarter	9
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	2,714,614	651,507
Alternative Use Value	104,167	25,000
Uplift	20,833	5,000
Plus /ha	250,000	1,041,667
Viability Threshold	1,166,667	280,000

Additional Profit	1,707,146	340	£/m2
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RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			
LAND		/unit or m2	Total
Land		30,848	2,714,614
Stamp Duty			135,731
Easements etc.			0
Legals Acquisition	1.50%	40,719	176,450
PLANNING			
Planning Fee			16,530
Architects	6.00%	471,848	
QS / PM	5.00%	393,206	
Planning Consultants	1.00%	78,641	
Other Professional	2.00%	157,283	1,117,508
CONSTRUCTION			
Build Cost - BCIS Based		906	7,586,467
s106 / CIL	1.000	88,000	
Contingency	2.50%	189,662	
Abnormals		0	7,864,129
FINANCE			
Fees			10,000
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	316,424	
Legals	0.5%	79,106	
Misc.		5,000	400,530
			12,290,732
Developers Profit			
% of costs (before interest)	20.00%		2,458,146
% of GDV	0.00%		0

Planning fee calc			
	dwgs	rate	
Planning app fee	88		
No dwgs under 1	38	335.00	12,730
No dwgs over 5k	38	100.00	3,800
Total			16,530

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			135,731

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			58,333

Post CIL s106	1,000	£/ Unit (all)	88,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			4	9	9	9	9	9	9	9	9	9	3											
Market Housing			0	0	0	0	513,982	1,156,459	1,156,459	1,156,459	1,156,459	1,156,459	1,156,459	1,156,459	1,156,459	1,156,459	385,486	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	77,954	175,396	175,396	175,396	175,396	175,396	175,396	175,396	175,396	175,396	58,465	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	127,211	286,224	286,224	286,224	286,224	286,224	286,224	286,224	286,224	286,224	95,408	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	719,146	1,618,079	1,618,079	1,618,079	1,618,079	1,618,079	1,618,079	1,618,079	1,618,079	1,618,079	539,360	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	135,731																							
Easements etc.	0																							
Legals Acquisition	40,719																							
Planning Fee	16,530																							
Architects	235,924		235,924																					
QS	196,603		196,603																					
Planning Consultants	39,321		39,321																					
Other Professional	78,641		78,641																					
Build Cost - BCIS Base	0	114,946	373,576		632,206	775,889	775,889	775,889	775,889	775,889	775,889	775,889	603,469	344,839	86,210	0	0	0	0	0	0	0	0	0
s106/CIL		88,000																						
Contingency	0	2,874	9,339		15,805	19,397	19,397	19,397	19,397	19,397	19,397	19,397	15,087	8,621	2,155	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	14,383	32,362	32,362	32,362	32,362	32,362	32,362	32,362	32,362	32,362	10,787	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,596	8,090	8,090	8,090	8,090	8,090	8,090	8,090	8,090	8,090	2,697	0	0	0	0	0	0	0
Misc.	0	0	5,000		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	760,969	0	761,309	382,915	646,011	795,286	813,265	835,738	835,738	835,738	835,738	835,738	659,008	393,912	128,817	40,452	13,484	0	0	0	0	0	0	0
For Residual Valuation																								
Land	2,714,614				84,329	97,145	112,763	116,383	104,729	92,871	80,805	68,528	56,036	40,233	19,514	0	0	0	0	0	0	0	0	0
Interest		60,823	61,887	76,293																				
Profit on Costs																								
Profit on GDV																								
Cash Flow	-3,475,583	-60,823	-823,196	-459,208	-732,340	-892,431	-206,881	665,958	677,612	689,471	701,536	713,813	903,035	1,183,933	1,469,748	1,577,627	525,876	0	0	0	0	0	0	-2,458,146
Opening Balance	0																							
Closing Balance	-3,475,583	-3,536,406	-4,359,602	-4,818,811	-5,551,151	-6,443,582	-6,650,463	-5,984,505	-5,306,892	-4,617,422	-3,915,886	-3,202,073	-2,299,037	-1,115,104	354,644	1,932,271	2,458,146	2,458,146	2,458,146	2,458,146	2,458,146	2,458,146	2,458,146	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	719,146	1,618,079	1,618,079	1,618,079	1,618,079	1,618,079	1,618,079	1,618,079	1,618,079	1,618,079	539,360	0	0	0	0	0	0	0
EXPENDITURE																								
Land	1,166,667																							
Stamp Duty	58,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	17,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	16,530	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	235,924	0	235,924	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	196,603	0	196,603	0	0	0	0	0	0	0	0	0	0	0	0	0								

Bromsgrove
Site 5

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	78.8	60%	49	2,200	8,429,520	3,832
Shared Ownership	78.8	13%	11	1,540	1,278,477	830
Affordable Rent	78.8	0%	0	1,081	0	0
Social Rent	78.8	27%	22	1,210	2,086,306	1,724
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	3.00 ha		27	/ha	11,794,303	6,386

Sales per Quarter	12
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	1,795,019	598,340
Alternative Use Value	75,000	25,000
Uplift	15,000	5,000
Plus /ha	250,000	250,000
Viability Threshold	840,000	280,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	1,053,968	275 £/m2
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DEVELOPMENT COSTS			
LAND		/unit or m2	Total
Land		22,161	89,751
Stamp Duty			1,795,019
Easements etc.			0
Legals Acquisition	1.50%		26,925
PLANNING			
Planning Fee			13,485
Architects	6.00%		367,677
QS / PM	5.00%		306,397
Planning Consultants	1.00%		61,279
Other Professional	2.00%		122,559
CONSTRUCTION			
Build Cost - BCIS Based		924	5,899,456
s106 / CIL		1,000	81,000
Contingency	2.50%		147,486
Abnormals			0
FINANCE			
Fees			10,000
Interest	7.00%		17,500
Legal and Valuation			7,500
SALES			
Agents	2.0%		235,886
Legals	0.5%		58,972
Misc.			5,000
Developers Profit			9,228,392
% of costs (before interest)	20.00%		1,845,678
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	81		
No dwgs under 1	31	335.00	10,385
No dwgs over 50	31	100.00	3,100
Total			13,485

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			89,751

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			42,000

Post CIL s106	1,000	£/ Unit (all)	81,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			6	12	12	12	12	12	12	3														
Market Housing			0	0	0	0	624,409	1,248,818	1,248,818	1,248,818	1,248,818	1,248,818	1,248,818	1,248,818	1,248,818	312,204	0	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	94,702	189,404	189,404	189,404	189,404	189,404	189,404	189,404	47,351	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	154,541	309,082	309,082	309,082	309,082	309,082	309,082	309,082	77,271	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	873,652	1,747,304	1,747,304	1,747,304	1,747,304	1,747,304	436,826	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	89,751																							
Easements etc.	0																							
Legals Acquisition	26,925																							
Planning Fee	13,485																							
Architects	183,838		183,838																					
QS	153,199		153,199																					
Planning Consultants	30,640		30,640																					
Other Professional	61,279		61,279																					
Build Cost - BCIS Base	0	145,666	436,997		728,328	873,993	873,993	873,993	873,993	655,495	364,164	72,833	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0	81,000			18,208	21,850	21,850	21,850	21,850	16,387	9,104	1,821	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	3,642	10,925		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	17,473	34,946	34,946	34,946	34,946	34,946	34,946	8,737	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	4,368	8,737	8,737	8,737	8,737	8,737	8,737	2,184	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	576,617	0	664,263	447,922	746,536	895,843	917,685	939,526	939,526	715,565	416,951	118,336	43,683	10,921	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	1,795,019				63,388	77,561	94,596	97,022	84,584	71,928	55,131	32,815	4,882	0	0	0	0	0	0	0	0	0	0	0
Interest		41,504	42,230	54,594																				
Profit on Costs																								
Profit on GDV																								1,845,678
Cash Flow	-2,371,636	-41,504	-706,493	-502,515	-809,924	-973,405	-1,386,228	710,756	723,195	959,811	1,275,223	1,596,153	1,698,740	425,905	0	0	0	0	0	0	0	0	0	-1,845,678
Opening Balance	0																							
Closing Balance	-2,371,636	-2,413,140	-3,119,633	-3,622,148	-4,432,072	-5,405,477	-5,444,105	-4,833,349	-4,110,154	-3,150,343	-1,875,120	-278,967	1,419,773	1,845,678	1,845,678	1,845,678	1,845,678	1,845,678	1,845,678	1,845,678	1,845,678	1,845,678	1,845,678	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	873,652	1,747,304	1,747,304	1,747,304	1,747,304	1,747,304	436,826	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	840,000																							
Stamp Duty	42,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	12,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	13,485	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	183,838	0	183,838	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	153,199	0	153,199	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	30,640	0	30,640	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	61,279	0	61,279	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	145,666	436,997	728,328	873,993	873,993	873,993	873,993															

Bromsgrove
Site 8

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	70.6	70%	21	1,900	2,818,270	1,483
Shared Ownership	70.6	10%	3	1,330	281,827	212
Affordable Rent	70.6	0%	0	1,081	0	0
Social Rent	70.6	20%	6	1,045	442,871	424
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.42 ha		71	£/ha	3,542,968	2,119

Sales per Quarter	8
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	428,583	1,020,436
Alternative Use Value	189,000	450,000
Uplift	37,800	90,000
Plus /ha	0	0
Viability Threshold	226,800	540,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	218,837	148 £/m2
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DEVELOPMENT COSTS			
LAND	/unit or m2	Total	
Land	14,286	12,857	428,583
Stamp Duty		0	
Easements etc.		0	
Legals Acquisition	1.50%	6,429	19,286
PLANNING			
Planning Fee		10,050	
Architects	6.00%	116,874	
QS / PM	5.00%	97,395	
Planning Consultants	1.00%	19,479	
Other Professional	2.00%	38,958	282,756
CONSTRUCTION			
Build Cost - BCIS Based	862	1,826,570	
s106 / CIL	1,000	30,000	
Contingency	5.00%	91,328	
Abnormals		0	1,947,898
FINANCE			
Fees		10,000	
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	70,859	
Legals	0.5%	17,715	
Misc.		5,000	93,574
Developers Profit			2,789,598

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	30		10,050
No dwgs under 1	30	335.00	0
No dwgs over 50	0	100.00	0
Total			10,050

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
Total			12,857

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
Total			6,804

Post CIL s106	1,000	£/ Unit (all)	30,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			4	8	8	8	2																	
Market Housing			0	0	0	0	375,769	751,539	751,539	751,539	187,885	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	37,577	75,154	75,154	75,154	18,788	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	59,049	118,099	118,099	118,099	29,525	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	472,396	944,791	944,791	944,791	236,198	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	12,857																							
Easements etc.	0																							
Legals Acquisition	6,429																							
Planning Fee	10,050																							
Architects	58,437		58,437																					
QS	48,697		48,697																					
Planning Consultants	9,739		9,739																					
Other Professional	19,479		19,479																					
Build Cost - BCIS Base	0	81,181	243,543		405,904	487,085	365,314	202,952	40,590	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL																								
Contingency	0	4,059	12,177		20,295	24,354	18,266	10,148	2,030	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	9,448	18,896	18,896	18,896	4,724	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,362	4,724	4,724	4,724	1,181	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	183,189	0	256,593	255,720	426,200	511,440	395,390	236,720	66,240	23,620	5,905	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	428,583				20,322	28,136	37,579	36,889	25,143	10,208	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest		10,706	10,893	15,574																				
Profit on Costs																								
Profit on GDV																								557,920
Cash Flow	-611,772	-10,706	-267,486	-271,294	-446,522	-539,576	39,427	671,183	853,409	910,963	230,293	0	0	0	0	0	0	0	0	0	0	0	0	-557,920
Opening Balance	0																							
Closing Balance	-611,772	-622,478	-889,964	-1,161,259	-1,607,780	-2,147,356	-2,107,928	-1,436,745	-583,337	327,627	557,920	557,920	557,920	557,920	557,920	557,920	557,920	557,920	557,920	557,920	557,920	557,920	557,920	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	472,396	944,791	944,791	944,791	236,198	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	226,800																							
Stamp Duty	6,804	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	3,402	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	10,050	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	58,437	0	58,437	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	48,697	0	48,697	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	9,739	0	9,739	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	19,479	0	19,479	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	81,181	243,543	405,904	487,085	365,314	202,952	40,590	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106			81,181	243,543	4,000	8,000	8,000	8,000	2,000	0	0	0	0	0	0	0								

Bromsgrove
Site 9

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	69.3	70%	17	2,250	2,619,225	1,164
Shared Ownership	69.3	10%	2	1,575	261,923	166
Affordable Rent	69.3	0%	0	1,081	0	0
Social Rent	69.3	20%	5	1,238	411,593	333
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.40 ha		60	/ha	3,292,740	1,663

Sales per Quarter	4
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	450,635	1,126,587
Alternative Use Value	180,000	450,000
Uplift	36,000	90,000
Plus /ha	0	0
Viability Threshold	216,000	540,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	254,279	218 £/m2
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DEVELOPMENT COSTS			
LAND	/unit or m2	Total	
Land	18,776	13,519	450,635
Stamp Duty		0	
Easements etc.		0	
Legals Acquisition	1.50%	6,760	20,279
PLANNING			
Planning Fee		8,040	
Architects	6.00%	105,182	
QS / PM	5.00%	87,652	
Planning Consultants	1.00%	17,530	
Other Professional	2.00%	35,061	253,465
CONSTRUCTION			
Build Cost - BCIS Based	933	1,551,465	
s106 / CIL	1,000	24,000	
Contingency	5.00%	77,573	
Abnormals		100,000	1,753,038
FINANCE			
Fees		10,000	
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	65,855	
Legals	0.5%	16,464	2,582,236
Misc.		5,000	87,319
Developers Profit			516,447
% of costs (before interest)	20.00%		
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	24		8,040
No dwgs under 1	24	335.00	8,040
No dwgs over 50	0	100.00	0
Total			8,040

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
Total			13,519

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
Total			6,480

Post CIL s106	1,000	£/ Unit (all)	24,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started		2	4	4	4	4	4	4	2															
Market Housing		0	0	0	0	0	218,269	436,538	436,538	436,538	436,538	436,538	218,269	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	21,827	43,654	43,654	43,654	43,654	43,654	21,827	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	34,299	68,599	68,599	68,599	68,599	68,599	34,299	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	274,395	548,790	548,790	548,790	548,790	548,790	274,395	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	13,519																							
Easements etc.	0																							
Legals Acquisition	6,760																							
Planning Fee	8,040																							
Architects	52,591		52,591																					
QS	43,826		43,826																					
Planning Consultants	8,765		8,765																					
Other Professional	17,530		17,530																					
Build Cost - BCIS Base	0	43,096	129,289		215,481	258,578	258,578	258,578	215,481	129,289	43,096	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		24,000																						
Contingency	0	2,155	6,464		10,774	12,929	12,929	12,929	10,774	6,464	2,155	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	2,778	8,333		13,889	16,667	16,667	16,667	13,889	8,333	2,778	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	5,488	10,976	10,976	10,976	10,976	10,976	5,488	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,372	2,744	2,744	2,744	2,744	2,744	1,372	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000																					
COSTS BEFORE LAND INT AND PROFIT	168,531	0	199,742	144,087	240,144	288,173	295,033	301,893	253,864	157,806	61,749	13,720	6,860	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	450,635																							
Interest		10,835	11,025	14,713	17,492	22,001	27,429	28,270	24,444	19,711	13,214	4,922	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								516,447
Cash Flow	-619,166	-10,835	-210,767	-158,800	-257,637	-310,174	-48,067	218,627	270,482	371,273	473,828	530,149	267,535	0	0	0	0	0	0	0	0	0	0	-516,447
Opening Balance	0																							
Closing Balance	-619,166	-630,002	-840,768	-999,568	-1,257,205	-1,567,379	-1,615,446	-1,396,819	-1,126,337	-755,064	-281,237	248,912	516,447	516,447	516,447	516,447	516,447	516,447	516,447	516,447	516,447	516,447	516,447	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	274,395	548,790	548,790	548,790	548,790	548,790	274,395	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	216,000																							
Stamp Duty	6,480	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	3,240	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	8,040	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	52,591	0	52,591	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	43,826	0	43,826	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	8,765	0	8,765	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	17,530	0	17,530	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	43,096	129,289	215,481	258,578	258,578	258,578	215,481	129,289	43,096	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	86.8	60%	7	2,200	1,374,120	625
Shared Ownership	86.8	13%	2	1,540	208,408	135
Affordable Rent	86.8	0%	0	1,081	0	0
Social Rent	86.8	27%	3	1,210	340,095	281
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.30 ha		40	/ha	1,922,623	1,041

Sales per Quarter	2
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	281,300	937,668
Alternative Use Value	15,000	50,000
Uplift	3,000	10,000
Plus /ha	250,000	250,000
Viability Threshold	93,000	310,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	203,472	326 £/m2
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DEVELOPMENT COSTS			
LAND	/unit or m2	Total	
Land	23,442	8,439	281,300
Stamp Duty			
Easements etc.		0	
Legals Acquisition	1.50%	4,220	12,659
PLANNING			
Planning Fee		4,020	
Architects	6.00%	60,043	
QS / PM	5.00%	50,036	
Planning Consultants	1.00%	10,007	
Other Professional	2.00%	20,014	144,120
CONSTRUCTION			
Build Cost - BCIS Based	927	964,597	
s106 / CIL	1,000	12,000	
Contingency	2.50%	24,115	
Abnormals		0	1,000,712
FINANCE			
Fees		10,000	
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	38,452	
Legals	0.5%	9,613	53,066
Misc.		5,000	1,509,356
Developers Profit			
% of costs (before interest)	20.00%		301,871
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	12		4,020
No dwgs under 1	12	335.00	0
No dwgs over 5k	0	100.00	0
Total			4,020

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
Total			8,439

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
Total			2,790

Post CIL s106	1,000	£/ Unit (all)	12,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started		2	2	2	2	2	2	2																
Market Housing		0	0	0	0	0	229,020	229,020	229,020	229,020	229,020	229,020	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	34,735	34,735	34,735	34,735	34,735	34,735	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	56,682	56,682	56,682	56,682	56,682	56,682	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	320,437	320,437	320,437	320,437	320,437	320,437	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	8,439																							
Easements etc.	0																							
Legals Acquisition	4,220																							
Planning Fee	4,020																							
Architects	30,021		30,021																					
QS	25,018		25,018																					
Planning Consultants	5,004		5,004																					
Other Professional	10,007		10,007																					
Build Cost - BCIS Base	0	53,589	107,177		160,766	160,766	160,766	160,766	107,177	53,589	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL																								
Contingency	0	1,340	2,679		4,019	4,019	4,019	4,019	2,679	1,340	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	6,409	6,409	6,409	6,409	6,409	6,409	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,602	1,602	1,602	1,602	1,602	1,602	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	104,228	0	141,978	109,857	164,785	164,785	172,796	172,796	117,868	62,939	8,011	8,011	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	281,300																							
Interest		6,747	6,865	9,470																				
Profit on Costs																								
Profit on GDV																								301,871
Cash Flow	-385,529	-6,747	-148,843	-119,326	-176,343	-179,429	129,857	132,130	189,370	247,613	306,874	312,245	0	0	0	0	0	0	0	0	0	0	0	-301,871
Opening Balance	0																							
Closing Balance	-385,529	-392,276	-541,119	-660,445	-836,788	-1,016,217	-886,360	-754,231	-564,861	-317,248	-10,373	301,871	301,871	301,871	301,871	301,871	301,871	301,871	301,871	301,871	301,871	301,871	301,871	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	320,437	320,437	320,437	320,437	320,437	320,437	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	93,000																							
Stamp Duty	2,790	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,395	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	4,020	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	30,021	0	30,021	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	25,018	0	25,018	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	5,004	0	5,004	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	10,007	0	10,007	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	53,589	107,177	160,766	160,766	160,766	160,766	107,177	53,589	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106			203,472																					

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	80.4	70%	7	1,800	1,013,040	563
Shared Ownership	80.4	10%	1	1,260	101,304	80
Affordable Rent	80.4	0%	0	1,081	0	0
Social Rent	80.4	20%	2	990	159,192	161
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.20 ha		50	/ha	1,273,536	804

Sales per Quarter	5
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	-11,562	-57,810
Alternative Use Value	90,000	450,000
Uplift	18,000	90,000
Plus /ha	0	0
Viability Threshold	108,000	540,000

Additional Profit	-124,543	-221	£/m2
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RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			
LAND		/unit or m2	Total
Land		-1,156	-11,562
Stamp Duty		0	0
Easements etc.		0	0
Legals Acquisition	1.50%	-173	-173
PLANNING			
Planning Fee		3,350	3,350
Architects	6.00%	50,913	50,913
QS / PM	5.00%	42,427	42,427
Planning Consultants	1.00%	8,485	8,485
Other Professional	2.00%	16,971	122,146
CONSTRUCTION			
Build Cost - BCIS Based	993	798,613	798,613
s106 / CIL	1,000	10,000	10,000
Contingency	5.00%	39,931	39,931
Abnormals		0	848,544
FINANCE			
Fees		10,000	10,000
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	25,471	25,471
Legals	0.5%	6,368	6,368
Misc.		5,000	36,838
Developers Profit			1,013,293
% of costs (before interest)	20.00%		202,659
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	10		3,350
No dwgs under 10	10	335.00	3,350
No dwgs over 50	0	100.00	0
Total			3,350

Stamp duty calc - Residual			
Land payment			
125,000	0%	0%	0
250,000	1%	0%	0
500,000	3%	0%	0
1,000,000	4%	0%	0
above	5%	0%	0
Total			-11,562

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	0%	0
250,000	1%	0%	0
500,000	3%	0%	0
1,000,000	4%	0%	0
above	5%	0%	0
Total			108,000

Post CIL s106	1,000	£/ Unit (all)	10,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started		2	5		3																			
Market Housing		0	0	0	0	0	202,608	506,520	303,912	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	20,261	50,652	30,391	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	31,838	79,596	47,758	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	254,707	636,768	382,061	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-173																							
Planning Fee	3,350																							
Architects	25,456		25,456																					
QS	21,214		21,214																					
Planning Consultants	4,243		4,243																					
Other Professional	8,485		8,485																					
Build Cost - BCIS Base	0	53,241	186,343		266,204	212,964	79,861	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		10,000																						
Contingency	0	2,662	9,317		13,310	10,648	3,993	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	5,094	12,735	7,641	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,274	3,184	1,910	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	80,075	0	130,301	195,660	279,515	223,612	90,222	15,919	9,552	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	-11,562				7,007	12,021	16,145	13,549	2,921	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest		1,199	1,220	3,522																				
Profit on Costs																								
Profit on GDV																								202,659
Cash Flow	-68,513	-1,199	-131,521	-199,182	-286,522	-235,633	148,340	607,300	369,588	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-202,659
Opening Balance	0																							
Closing Balance	-68,513	-69,712	-201,233	-400,414	-686,936	-922,569	-774,229	-166,929	202,659	202,659	202,659	202,659	202,659	202,659	202,659	202,659	202,659	202,659	202,659	202,659	202,659	202,659	202,659	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	254,707	636,768	382,061	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	108,000																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,620	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	3,350	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	25,456	0	25,456	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	21,214	0	21,214	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	4,243	0	4,243	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	8,485	0	8,485	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	53,241	186,343	266,204	212,964	79,861	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-124,543																					
Post CIL s106					2,000	5,000	3,000	0	0	0														

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	84.6	100%	5	1,850	782,550	423
Shared Ownership	84.6	0%	0	1,295	0	0
Affordable Rent	84.6	0%	0	1,081	0	0
Social Rent	84.6	0%	0	1,018	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.12 ha		42	/ha	782,550	423

Sales per Quarter	2
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	86,078	717,317
Alternative Use Value	54,000	450,000
Uplift	10,800	90,000
Plus /ha	0	0
Viability Threshold	64,800	540,000

Additional Profit 22,472 53 £/m2

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			
LAND	/unit or m2	Total	
Land	17,216		86,078
Stamp Duty		0	
Easements etc.		0	
Legals Acquisition	1.50%	1,291	1,291
PLANNING			
Planning Fee		1,675	
Architects	6.00%	25,549	
QS / PM	5.00%	21,291	
Planning Consultants	1.00%	4,258	
Other Professional	2.00%	8,516	61,290
CONSTRUCTION			
Build Cost - BCIS Based	891	376,971	
s106 / CIL	1,000	5,000	
Contingency	5.00%	18,849	
Abnormals		25,000	425,820
FINANCE			
Fees		10,000	
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	15,651	
Legals	0.5%	3,913	
Misc.		5,000	24,564
Developers Profit			616,542
% of costs (before interest)	20.00%		123,308
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	5		1,675
No dwgs under 1	5	335.00	1,675
No dwgs over 5k	0	100.00	0
Total			1,675

Stamp duty calc - Residual			
Land payment			
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
Total			0

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
Total			0

Post CIL s106	1,000	£/ Unit (all)	5,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			1	2	2																			
Market Housing	0	0	0	0	0	0	156,510	313,020	313,020	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	156,510	313,020	313,020	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,291	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	1,675	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	12,775	0	12,775	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	10,645	0	10,645	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	2,129	0	2,129	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	4,258	0	4,258	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	25,131	75,394	125,657	100,526	50,263	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0	0	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Contingency	0	0	1,257	3,770	6,283	5,026	2,513	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	1,667	5,000	8,333	6,667	3,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	3,130	6,260	6,260	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	783	1,565	1,565	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	50,274	0	67,862	84,164	140,273	112,219	60,022	7,826	7,826	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	86,078	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest	0	2,386	2,428	3,658	5,195	7,741	9,840	8,324	3,128	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on GDV	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Cash Flow	-136,352	-2,386	-70,290	-87,822	-145,468	-119,959	86,648	296,871	302,066	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-123,308
Opening Balance	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Closing Balance	-136,352	-138,738	-209,028	-296,850	-442,318	-562,277	-475,629	-178,758	123,308	123,308	123,308	123,308	123,308	123,308	123,308	123,308	123,308	123,308	123,308	123,308	123,308	123,308	123,308	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	156,510	313,020	313,020	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	64,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	972	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	1,675	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	12,775	0	12,775	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	10,645	0	10,645	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	2,129	0	2,129	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	4,258																							

Bromsgrove
Site 14

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	83.5	100%	4	2,350	784,900	334
Shared Ownership	83.5	0%	0	1,645	0	0
Affordable Rent	83.5	0%	0	1,081	0	0
Social Rent	83.5	0%	0	1,293	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.10 ha		40	1/ha	784,900	334

Sales per Quarter	2
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	225,173	2,251,730
Alternative Use Value	75,000	750,000
Uplift	15,000	150,000
Plus /ha	0	0
Viability Threshold	90,000	900,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	142,869	428 £/m2
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DEVELOPMENT COSTS			
	/unit or m2	Total	
LAND			
Land	56,293	2,252	225,173
Stamp Duty			
Easements etc.		0	
Legals Acquisition	1.50%	3,378	5,629
PLANNING			
Planning Fee		1,340	
Architects	6.00%	17,750	
QS / PM	5.00%	14,792	
Planning Consultants	1.00%	2,958	
Other Professional	2.00%	5,917	42,756
CONSTRUCTION			
Build Cost - BCIS Based	852	284,714	
s106 / CIL	1,000	4,000	
Contingency	2.50%	7,118	
Abnormals		0	295,832
FINANCE			
Fees		10,000	
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	15,698	
Legals	0.5%	3,925	24,623
Misc.		5,000	611,513
Developers Profit			
% of costs (before interest)	20.00%		122,303
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	4		1,340
No dwgs under 1	4	335.00	1,340
No dwgs over 5k	0	100.00	0
Total			1,340

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	1%	
Total			2,252

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	1%	
Total			900

Post CIL s106	1,000	£/ Unit (all)	4,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			1	2	1																			
Market Housing			0	0	0	0	196,225	392,450	196,225	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	196,225	392,450	196,225	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	2,252																							
Easements etc.	0																							
Legals Acquisition	3,378																							
Planning Fee	1,340																							
Architects	8,875		8,875																					
QS	7,396		7,396																					
Planning Consultants	1,479		1,479																					
Other Professional	2,958		2,958																					
Build Cost - BCIS Base		0	23,726	71,179	94,905	71,179	23,726	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL			4,000				4,000																	
Contingency		0	593	1,779	2,373	1,779	593	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	3,925	7,849	3,925	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	981	1,962	981	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000		0	0			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	45,178	0	54,028	72,958	97,277	72,958	29,225	9,811	4,906	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	225,173				7,223	9,051	10,487	7,748	1,187	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest		4,731	4,814	5,844																				
Profit on Costs																								
Profit on GDV																								122,303
Cash Flow	-270,351	-4,731	-58,842	-78,802	-104,500	-82,009	156,513	374,891	190,132	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-122,303
Opening Balance	0																							
Closing Balance	-270,351	-275,082	-333,923	-412,725	-517,225	-599,234	-442,721	-67,830	122,303	122,303	122,303	122,303	122,303	122,303	122,303	122,303	122,303	122,303	122,303	122,303	122,303	122,303	122,303	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	196,225	392,450	196,225	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	90,000																							
Stamp Duty	900	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,350	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	1,340	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	8,875	0	8,875	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	7,396	0	7,396	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	1,479	0	1,479	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	2,958	0	2,958	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	23,726	71,179	94,905	71,179	23,726	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106			142,869				2,000	1,000																

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	92.0	100%	3	2,600	717,600	276
Shared Ownership	92.0	0%	0	1,820	0	0
Affordable Rent	92.0	0%	0	1,081	0	0
Social Rent	92.0	0%	0	1,430	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.10 ha		30	/ha	717,600	276

Sales per Quarter	2
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	191,232	1,912,316
Alternative Use Value	5,000	50,000
Uplift	1,000	10,000
Plus /ha	250,000	250,000
Viability Threshold	31,000	310,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	169,252	613 £/m2
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DEVELOPMENT COSTS			
LAND		/unit or m2	Total
Land		63,744	191,232
Stamp Duty			1,912
Easements etc.			0
Legals Acquisition	1.50%	2,868	4,781
PLANNING			
Planning Fee		1,005	1,005
Architects	6.00%	16,984	16,984
QS / PM	5.00%	14,154	14,154
Planning Consultants	1.00%	2,831	2,831
Other Professional	2.00%	5,661	40,635
CONSTRUCTION			
Build Cost - BCIS Based		990	273,240
s106 / CIL		1,000	3,000
Contingency	2.50%	6,831	6,831
Abnormals		0	283,071
FINANCE			
Fees		10,000	10,000
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	14,352	14,352
Legals	0.5%	3,588	3,588
Misc.		5,000	22,940
Developers Profit			560,158
% of costs (before interest)	20.00%		112,032
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	3		1,005
No dwgs under 1	3	335.00	1,005
No dwgs over 5k	0	100.00	0
Total			1,005

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	0
250,000	1%	0%	0
500,000	3%	0%	0
1,000,000	4%	0%	0
above	5%	1%	1,912
Total			1,912

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	0
250,000	1%	0%	0
500,000	3%	0%	0
1,000,000	4%	0%	0
above	5%	1%	310
Total			310

Post CIL s106	1,000	£/ Unit (all)	3,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			1	2																				
Market Housing	0	0	0	0	0	0	239,200	478,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	239,200	478,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	1,912																							
Easements etc.	0																							
Legals Acquisition	2,868																							
Planning Fee	1,005																							
Architects	8,492		8,492																					
QS	7,077		7,077																					
Planning Consultants	1,415		1,415																					
Other Professional	2,831		2,831																					
Build Cost - BCIS Base		0	30,360	91,080	91,080	60,720	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL			3,000																					
Contingency		0	759	2,277	2,277	1,518	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	4,784	9,568	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,196	2,392	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000		0	0			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	43,101	0	58,934	93,357	93,357	62,238	5,980	11,960	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	191,232																							
Interest		4,101	4,173	5,277	7,003	8,759	10,002	6,095	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								112,032
Cash Flow	-234,332	-4,101	-63,107	-98,634	-100,360	-70,997	223,218	460,345	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-112,032
Opening Balance	0																							
Closing Balance	-234,332	-238,433	-301,540	-400,174	-500,534	-571,531	-348,313	112,032	112,032	112,032	112,032	112,032	112,032	112,032	112,032	112,032	112,032	112,032	112,032	112,032	112,032	112,032	112,032	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	239,200	478,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	31,000																							
Stamp Duty	310	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	465	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	1,005	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	8,492	0	8,492	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	7,077	0	7,077	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	1,415	0	1,415	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	2,831	0	2,831	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	30,360	91,080	91,080	60,720	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106			169,252																					
Contingency	0	0	759	2,277	2,277	1,518	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0			

Site 16

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	111.0	100%	1	3,000	333,000	111
Shared Ownership	111.0	0%	0	2,100	0	0
Affordable Rent	111.0	0%	0	1,081	0	0
Social Rent	111.0	0%	0	1,650	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.10 ha		10	/ha	333,000	111

Sales per Quarter	1
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	100,773	1,007,730
Alternative Use Value	5,000	50,000
Uplift	1,000	10,000
Plus /ha	250,000	250,000
Viability Threshold	31,000	310,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	72,956	657 £/m2
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DEVELOPMENT COSTS			
LAND	/unit or m2	Total	
Land	100,773		100,773
Stamp Duty		0	
Easements etc.		0	
Legals Acquisition	1.50%	1,512	1,512
PLANNING			
Planning Fee		335	
Architects	6.00%	6,665	
QS / PM	5.00%	5,554	
Planning Consultants	1.00%	1,111	
Other Professional	2.00%	2,222	15,886
CONSTRUCTION			
Build Cost - BCIS Based	968	107,393	
s106 / CIL	1,000	1,000	
Contingency	2.50%	2,685	
Abnormals		0	111,077
FINANCE			
Fees		10,000	
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	6,660	
Legals	0.5%	1,665	
Misc.		5,000	13,325
Developers Profit			260,073

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	1		335
No dwgs under 1	1	335.00	335
No dwgs over 5k	0	100.00	0
Total			335

Stamp duty calc - Residual			
Land payment			
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
Total			0

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
Total			0

Post CIL s106	1,000	£/ Unit (all)	1,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			1																					
Market Housing			0		0	0	333,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Shared Ownership			0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Affordable Rent			0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Social Rent			0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Grant and Subsidy			0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME	0	0	0	0	0	0	333,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	1,512																							
Planning Fee	335																							
Architects	3,332			3,332																				
QS	2,777			2,777																				
Planning Consultants	555			555																				
Other Professional	1,111			1,111																				
Build Cost - BCIS Base		0	35,798	35,798	35,798	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
s106/CIL						1,000																		
Contingency		0	895	895	895	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	6,660	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals	0	0	0	0	0	0	1,665	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Misc.	0	0	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
COSTS BEFORE LAND INT AND PROFIT	27,122	0	50,468	36,692	36,692	0	8,325	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
For Residual Valuation																								
Land			100,773																					
Interest		2,238	2,277	3,200	3,898	4,609	4,689	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Profit on Costs																								
Profit on GDV																							52,015	
Cash Flow	-127,895	-2,238	-52,745	-39,893	-40,591	-4,609	319,986	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-52,015	
Opening Balance	0																							
Closing Balance	-127,895	-130,133	-182,878	-222,771	-263,362	-267,971	52,015	52,015	52,015	52,015	52,015	52,015	52,015	52,015	52,015	52,015	52,015	52,015	52,015	52,015	52,015	52,015	0	

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	333,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
EXPENDITURE																								
Land	31,000																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Legals Acquisition	465	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Planning Fee	335	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Architects	3,332	0	0	3,332	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
QS	2,777	0	0	2,777	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Consultants	555	0	0	555	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Other Professional	1,111	0	0	1,111	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Build Cost - BCIS Base	0	0	35,798	35,798	35,798	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
POTENTIAL CIL																								
Post CIL s106			72,956																					
Contingency	0	0	895	895	895	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Agents	0	0	0	0	0	0	6,660	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals	0	0	0	0	0	0	1,665	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Misc.	0	0	5,00																					

Bromsgrove
Results

		Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16
		SUE 1	SUE 2	Greenfield 1	Greenfield 2	Greenfield 3	Brownfield redev. L		Brownfield redev. M	Medium Brownfield	Medium greenfield	Urban edge	Town centre flats	Ex garage site	Town Village Infill	Small Village Scheme	Village House
Gross Site Area	ha	14.17	13.33	6.25	4.17	3.00	1.40		0.42	0.40	0.57	0.30	0.20	0.12	0.10	0.10	0.10
Net Site Area	ha	8.50	8.00	3.75	2.50	1.80	1.40		0.42	0.40	0.57	0.30	0.20	0.12	0.10	0.10	0.10
Units		314	250.00	133.00	88.00	81.00	70.00		30.00	24.00	24.00	12.00	10.00	5.00	4.00	3.00	1.00
Mix	Market	60.00%	60.00%	60.00%	60.00%	60.00%	70.00%		70.00%	70.00%	60.00%	60.00%	70.00%	100.00%	100.00%	100.00%	100.00%
	Intermediate to Buy	13.00%	13.00%	13.00%	13.00%	13.00%	10.00%		10.00%	10.00%	13.00%	13.00%	10.00%	0.00%	0.00%	0.00%	0.00%
	Affordable Rent	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Social Rent	27.00%	27.00%	27.00%	27.00%	27.00%	20.00%		20.00%	20.00%	27.00%	27.00%	20.00%	0.00%	0.00%	0.00%	0.00%
Alternative Land Val	£/ha	25,000	25,000	25,000	25,000	25,000	450,000		450,000	450,000	25,000	50,000	450,000	450,000	750,000	50,000	50,000
	£ site	354,167	333,333	156,250	104,167	75,000	630,000		189,000	180,000	14,250	15,000	90,000	54,000	75,000	5,000	5,000
Uplift	£/ha	255,000	255,000	255,000	255,000	255,000	90,000		90,000	90,000	255,000	260,000	90,000	90,000	150,000	260,000	260,000
	£ site	3,612,500	3,400,000	1,593,750	1,062,500	765,000	126,000		37,800	36,000	145,350	78,000	18,000	10,800	15,000	26,000	26,000
Viability Threshold	£/ha	280,000	280,000	280,000	280,000	280,000	540,000		540,000	540,000	280,000	310,000	540,000	540,000	900,000	310,000	310,000
	£ site	3,966,667	3,733,333	1,750,000	1,166,667	840,000	756,000		226,800	216,000	159,600	93,000	108,000	64,800	90,000	31,000	31,000
Residual Value	£/ha	321,943	242,677	528,498	651,507	598,340	644,423		1,020,436	1,126,587	1,377,130	937,668	-57,810	717,317	2,251,730	1,912,316	1,007,730
	£ site	4,560,856	3,235,698	3,303,115	2,714,614	1,795,019	902,193		428,583	450,635	784,964	281,300	-11,562	86,078	225,173	191,232	100,773
Additional Profit	£/ha	49,031	-38,830	275,509	409,715	351,323	117,957		521,040	635,699	1,194,579	678,239	-622,713	187,264	1,428,687	1,692,520	729,556
	£ site	694,607	-517,739	1,721,931	1,707,146	1,053,968	165,140		218,837	254,279	680,910	203,472	-124,543	22,472	142,869	169,252	72,956
	£/Unit	2,212	-2,071	12,947	19,399	13,012	2,359		7,295	10,595	28,371	16,956	-12,454	4,494	35,717	56,417	72,956
	£/m2	45	-42	233	340	275	43		148	218	523	326	-221	53	428	613	657

HDH Planning and Development

Worcestershire CIL Viability Study

Jointly commissioned by Bromsgrove, Malvern Hills, Redditch, Worcester, Wychavon and Wyre Forest Councils

Draft assumptions, appraisals and findings

Malvern Hills Affordable Targets

Private and Confidential.

Malvern Hills
Inputs

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16
Site Area - GROSS	ha		14.17	13.33	6.25	4.17	3.00	1.40	0.60	0.42	0.40	0.57	0.30	0.20	0.12	0.10	0.10	0.10
Units			314.00	250.00	133.00	88.00	81.00	70.00	60.00	30.00	24.00	24.00	12.00	10.00	5.00	4.00	3.00	1.00
Average Unit Size	m2		81.92	82.92	92.49	95.18	78.84	78.84	76.43	70.63	69.29	90.46	86.75	80.40	84.60	83.50	92.00	111.00
Mix	Intermediate to Buy		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Affordable Rent		40.00%	40.00%	40.00%	40.00%	0.00%	0.00%	0.00%	40.00%	40.00%	40.00%	30.00%	30.00%	20.00%	0.00%	0.00%	0.00%
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Price	Market	£/m2	2,050	2,100	2,200	2,250	0	0	0	1,850	2,100	2,300	2,250	2,400	2,050	2,300	2,500	2,750
	Intermediate to Buy	£/m2	1,435	1,470	1,540	1,575	0	0	0	1,295	1,470	1,610	1,575	1,680	1,435	1,610	1,750	1,925
	Affordable Rent	£/m2	1,356	1,356	1,356	1,356	0	0	0	1,356	1,356	1,356	1,356	1,357	1,356	1,356	1,356	1,356
	Social Rent	£/m2	1,128	1,155	1,210	1,238	0	0	0	1,018	1,155	1,265	1,238	1,320	1,128	1,265	1,375	1,513
Grant and Subsidy	Intermediate to Buy	£/unit																
	Affordable Rent	£/unit																
	Social Rent	£/unit																
Sales per Quarter			20	20	9	9	12	8	12	8	4	6	2	5	2	2	2	1
Unit Build Time			3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Alternative Use Value	£/ha		25,000	25,000	25,000	25,000	25,000	350,000	350,000	350,000	350,000	25,000	50,000	350,000	350,000	750,000	50,000	50,000
Up Lift %	%		20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
Additional Uplift	£/ha		250,000	250,000	250,000	250,000	250,000	0	0	0	0	250,000	250,000	0	0	0	250,000	250,000
Easements etc	£		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	% land		1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%
Planning Fee	<50	£/unit	335	335	335	335	335	335	335	335	335	335	335	335	335	335	335	335
	>50	£/unit	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Architects	%		6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
QS / PM	%		5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%
Planning Consultants	%		1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
Other Professional	%		2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
Build Cost - BCIS Based	£/m2		924	925	911	906	895	953	1,298	862	933	875	927	993	891	852	990	968
Pre CIL s106	£/Unit		1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
Post CIL s106	£/Unit		1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
Contingency	%		2.5%	2.5%	2.5%	2.5%	2.5%	5.0%	5.0%	5.0%	5.0%	2.5%	2.5%	5.0%	5.0%	2.5%	2.5%	2.5%
Abnormals	%		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	£/site		1,000,000	750,000	0	0	0	200,000	0	0	100,000	0	0	0	25,000	0	0	0
FINANCE	Fees	£	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Interest	%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%
	Legal and Valuation	£	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500
SALES	Agents	%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
	Legals	%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%
	Misc.	£	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Developers Profit	% of costs (before interest)		20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
	% of GDV		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

Malvern Hills
Site 5

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	78.8	100%	81	0	0	6,386
Shared Ownership	78.8	0%	0	0	0	0
Affordable Rent	78.8	0%	0	0	0	0
Social Rent	78.8	0%	0	0	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	3.00 ha		27	/ha	0	6,386

Sales per Quarter	12
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	-6,918,068	-2,306,023
Alternative Use Value	75,000	25,000
Uplift	15,000	5,000
Plus /ha	250,000	250,000
Viability Threshold	840,000	280,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	-7,914,305	-1,239
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DEVELOPMENT COSTS			
LAND		/unit or m2	Total
Land		-85,408	-85,408
Stamp Duty		0	0
Easements etc.		0	0
Legals Acquisition	1.50%	-103,771	-103,771
PLANNING			
Planning Fee		13,485	13,485
Architects	6.00%	367,677	367,677
QS / PM	5.00%	306,397	306,397
Planning Consultants	1.00%	61,279	61,279
Other Professional	2.00%	122,559	122,559
CONSTRUCTION			
Build Cost - BCIS Based		924	5,899,456
s106 / CIL	1,000	81,000	81,000
Contingency	2.50%	147,486	147,486
Abnormals		0	0
FINANCE			
Fees		10,000	10,000
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	0	0
Legals	0.5%	0	0
Misc.		5,000	5,000
Developers Profit			
% of costs (before interest)	20.00%		0
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	81		
No dwgs under 1	31	335.00	10,385
No dwgs over 50	31	100.00	3,100
Total			13,485

Stamp duty calc - Residual			
Land payment			
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
Total			0

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
Total			0

Post CIL s106	1,000	£/ Unit (all)	81,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			6	12	12	12	12	12	12	3														
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
EXPENDITURE																								
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals Acquisition	-103,771	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Fee	13,485	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Architects	183,838	0	183,838	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
QS	153,199	0	153,199	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Consultants	30,640	0	30,640	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Other Professional	61,279	0	61,279	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Build Cost - BCIS Base	0	145,666	436,997	728,328	873,993	873,993	873,993	873,993	873,993	655,495	364,164	72,833	0	0	0	0	0	0	0	0	0	0	0	
s106/CIL	0	81,000	81,000	18,208	21,850	21,850	21,850	21,850	21,850	16,387	9,104	1,821	0	0	0	0	0	0	0	0	0	0	0	
Contingency	0	3,642	10,925	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Agents	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Misc.	0	0	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
COSTS BEFORE LAND INT AND PROFIT	356,170	0	664,263	447,922	746,536	895,843	895,843	895,843	895,843	671,882	373,268	74,654	0	0	0	0	0	0	0	0	0	0	0	
For Residual Valuation																								
Land	-6,918,068	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Interest	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Profit on Costs	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Profit on GDV	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Cash Flow	6,561,898	0	-664,263	-447,922	-746,536	-895,843	-895,843	-895,843	-895,843	-671,882	-373,268	-74,654	0	0	0	0	0	0	0	0	0	0	0	
Opening Balance	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Closing Balance	6,561,898	6,561,898	5,897,635	5,449,713	4,703,177	3,807,334	2,911,491	2,015,647	1,119,804	447,922	74,654	0	0	0	0	0	0	0	0	0	0	0	0	

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
EXPENDITURE																								
Land	840,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals Acquisition	12,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Fee	13,485	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Architects	183,838	0	183,838	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
QS	153,199	0	153,199	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Consultants	30,640	0	30,640	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Other Professional	61,279	0	61,279	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Build Cost - BCIS Base	0	145,666	436,997	728,328	873,993	873,993	873,993	873,993	873,993	655,495	364,164	72,833	0	0	0	0	0	0	0	0	0	0	0	
POTENTIAL CIL	0	0	-7,914,305																					

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	78.8	100%	70	0	0	5,519
Shared Ownership	78.8	0%	0	0	0	0
Affordable Rent	78.8	0%	0	0	0	0
Social Rent	78.8	0%	0	0	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	1.40 ha		50	£/ha	0	5,519

Sales per Quarter	8
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	-6,536,597	-4,668,998
Alternative Use Value	490,000	350,000
Uplift	98,000	70,000
Plus /ha	0	0
Viability Threshold	588,000	420,000

Additional Profit	-7,262,551	-1,316 £/m2
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RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			
	/unit or m2	Total	
LAND			
Land	-93,380		-6,536,597
Stamp Duty	0		0
Easements etc.	0		0
Legals Acquisition	1.50%	-98,049	-98,049
PLANNING			
Planning Fee	8,700		8,700
Architects	6.00%	347,550	
QS / PM	5.00%	289,625	
Planning Consultants	1.00%	57,925	
Other Professional	2.00%	115,850	819,649
CONSTRUCTION			
Build Cost - BCIS Based	953	5,259,520	
s106 / CIL	1,000	70,000	
Contingency	5.00%	262,976	
Abnormals	200,000		5,792,496
FINANCE			
Fees		10,000	
Interest	7.00%		17,500
Legal and Valuation		7,500	
SALES			
Agents	2.0%	0	
Legals	0.5%	0	
Misc.		5,000	5,000
Developers Profit			
% of costs (before interest)	20.00%		0
% of GDV	0.00%		0

Planning fee calc			
	dwgs	rate	
Planning app fee	70		
No dwgs under 1	20	335.00	6,700
No dwgs over 50	20	100.00	2,000
Total			8,700

Stamp duty calc - Residual			
Land payment			
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
Total			0

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
Total			588,000

Post CIL s106	1,000	£/ Unit (all)	70,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			4	8	8	8	8	8	8	8	8	2												
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-98,049																							
Planning Fee	8,700																							
Architects	173,775			173,775																				
QS	144,812			144,812																				
Planning Consultants	28,962			28,962																				
Other Professional	57,925			57,925																				
Build Cost - BCIS Base	0		100,181	300,544	500,907	601,088	601,088	601,088	601,088	601,088	601,088	450,816	250,453	50,091	0	0	0	0	0	0	0	0	0	
s106/CIL	0		70,000		70,000																			
Contingency	0		5,009	15,027	25,045	30,054	30,054	30,054	30,054	30,054	22,541	12,523	2,505	0	0	0	0	0	0	0	0	0		
Abnormals	0		3,810	11,429	19,048	22,857	22,857	22,857	22,857	22,857	17,143	9,524	1,905	0	0	0	0	0	0	0	0	0		
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Legals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Misc.	0	0	5,000																					
COSTS BEFORE LAND INT AND PROFIT	333,626	0	589,475	327,000	545,000	654,000	654,000	654,000	654,000	654,000	654,000	490,500	272,500	54,500	0	0	0	0	0	0	0	0	0	
For Residual Valuation																								
Land	-6,536,597																							
Interest	0																							
Profit on Costs	0																							
Profit on GDV	0																							
Cash Flow	6,202,971	0	-589,475	-327,000	-545,000	-654,000	-654,000	-654,000	-654,000	-654,000	-490,500	-272,500	-54,500	0	0	0	0	0	0	0	0	0		
Opening Balance	0																							
Closing Balance	6,202,971	6,202,971	5,613,496	5,286,497	4,741,497	4,087,497	3,433,498	2,779,498	2,125,499	1,471,499	817,499	327,000	54,500	0	0	0	0	0	0	0	0	0		

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
EXPENDITURE																								
Land	588,000																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Legals Acquisition	8,820	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Planning Fee	8,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Architects	173,775	0		173,775																				
QS	144,812	0		144,812																				
Planning Consultants	28,962	0		28,962																				
Other Professional	57,925	0		57,925																				
Build Cost - BCIS Base	0	0	100,181	300,544	500,907	601,088	601,088	601,088	601,088	601,088	450,816	250,453	50,091	0	0	0	0	0	0	0	0	0		
POTENTIAL CIL																								
Post CIL s106					4,000	8,000	8,000	8,000	8,000	8,000	8,000	2,000	8,000	2,000	0	0	0	0	0	0	0	0	0	
Contingency	0	0	5,009	15,027	25,045	30,054	30,054	30,054	30,054	30,054	22,541	12,523	2,505	0	0	0	0	0	0	0	0	0		
Abnormals	0	0	3,810	11,429	19,048	22,857	22,857	22,857	22,857	22,857	17,143	9,524	1,905	0	0	0	0	0	0	0	0	0		
Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Agents	0	0	0</																					

Malvern Hills
Site 7

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	76.4	100%	60	0	0	4,586
Shared Ownership	76.4	0%	0	0	0	0
Affordable Rent	76.4	0%	0	0	0	0
Social Rent	76.4	0%	0	0	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.60 ha		100	/ha	0	4,586

Sales per Quarter	12
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	-7,113,838	-11,856,397
Alternative Use Value	210,000	350,000
Uplift	42,000	70,000
Plus /ha	0	0
Viability Threshold	252,000	420,000

Additional Profit	-7,498,279	-1,635 £/m2
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RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			
LAND		/unit or m2	Total
Land		-118,564	-7,113,838
Stamp Duty			0
Easements etc.			0
Legals Acquisition	1.50%	-106,708	-106,708
PLANNING			
Planning Fee		4,350	4,350
Architects	6.00%	378,616	378,616
QS / PM	5.00%	315,513	315,513
Planning Consultants	1.00%	63,103	63,103
Other Professional	2.00%	126,205	126,205
887,786			
CONSTRUCTION			
Build Cost - BCIS Based	1,298	5,952,628	5,952,628
s106 / CIL	1,000	60,000	60,000
Contingency	5.00%	297,631	297,631
Abnormals		0	0
6,310,259			
FINANCE			
Fees		10,000	10,000
Interest	7.00%	7,500	7,500
Legal and Valuation		0	0
SALES			
Agents	2.0%	0	0
Legals	0.5%	0	0
Misc.		5,000	5,000
0			
Developers Profit			
% of costs (before interest)	20.00%		0
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	60		
No dwgs under 1	10	335.00	3,350
No dwgs over 50	10	100.00	1,000
Total			4,350

Stamp duty calc - Residual			
Land payment			
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
Total			0

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
Total			252,000

Post CIL s106	1,000	£/ Unit (all)	60,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started	6 12				12 12 12 6				0 0 0 0				0 0 0 0				0 0 0 0				0 0 0 0			
Market Housing	0																							
Shared Ownership	0																							
Affordable Rent	0																							
Social Rent	0																							
Grant and Subsidy	0																							
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-106,708																							
Planning Fee	4,350																							
Architects	189,308																							
QS	157,756																							
Planning Consultants	31,551																							
Other Professional	63,103																							
Build Cost - BCIS Base	0																							
s106/CIL	198,421																							
Contingency	595,263																							
Abnormals	0																							
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0																							
Legals	0																							
Misc.	5,000																							
COSTS BEFORE LAND INT AND PROFIT	356,861	0	715,060	625,026	1,041,710	1,250,052	1,250,052	1,041,710	625,026	208,342	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	-7,113,838																							
Interest	0																							
Profit on Costs	0																							
Profit on GDV	0																							
Cash Flow	6,756,978	0	-715,060	-625,026	-1,041,710	-1,250,052	-1,250,052	-1,041,710	-625,026	-208,342	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Opening Balance	0																							
Closing Balance	6,756,978	6,756,978	6,041,917	5,416,891	4,375,182	3,125,130	1,875,078	833,368	208,342	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above	0																							
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	252,000																							
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	3,780																							
Planning Fee	4,350																							
Architects	189,308																							
QS	157,756																							
Planning Consultants	31,551																							
Other Professional	63,103																							
Build Cost - BCIS Base	0																							
POTENTIAL CIL	198,421																							
Post CIL s106	-7,498,279																							
Contingency	595,263																							
Abnormals	0																							
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0																							
Legals	0																							
Misc.	5,000																							
COSTS BEFORE LAND INT AND PROFIT	719,348	0	-6,843,219	625,026	1,047,710	1,262,052	1,262,052	1,053,710	637,026	214,342	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation																								
Interest	12,589																							
Profit on cost	12,809																							
Profit on GDV	0																							
Cash Flow	-719,348	-12,589	6,830,410	-625,026	-1,047,710	-1,262,052	-1,262,052	-1,053,710	-637,026	-214,342	-60	-61	-62	-63	-65	-66	-67	-68	-69	-70	-72	-73	-74	76
Opening Balance	0																							
Closing Balance	-719,348	-731,937	6,098,473	5,473,448	4,425,738	3,163,686	1,901,634	847,924	210,898	-3,444	-3,504	-3,566	-3,628	-3,691	-3,756	-3,822	-3,889	-3,957	-4,026	-4,096	-4,168	-4,241	-4,315	0

Malvern Hills
Site 8

Site 8

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	70.6	60%	18	1,850	2,352,090	1,271
Shared Ownership	70.6	0%	0	1,295	0	0
Affordable Rent	70.6	40%	12	1,356	1,149,346	848
Social Rent	70.6	0%	0	1,018	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.42 ha		71	/ha	3,501,436	2,119

Sales per Quarter	8
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	399,822	951,958
Alternative Use Value	147,000	350,000
Uplift	29,400	70,000
Plus /ha	0	0
Viability Threshold	176,400	420,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	242,128	190	£/m2
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DEVELOPMENT COSTS			
LAND	/unit or m2	Total	
Land	13,327	11,995	399,822
Stamp Duty		0	
Easements etc.		0	
Legals Acquisition	1.50%	5,997	17,992
PLANNING			
Planning Fee		10,050	
Architects	6.00%	116,874	
QS / PM	5.00%	97,395	
Planning Consultants	1.00%	19,479	
Other Professional	2.00%	38,958	282,756
CONSTRUCTION			
Build Cost - BCIS Based	862	1,826,570	
s106 / CIL	1,000	30,000	
Contingency	5.00%	91,328	
Abnormals		0	1,947,898
FINANCE			
Fees		10,000	
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	70,029	
Legals	0.5%	17,507	
Misc.		5,000	92,536
Developers Profit			2,758,504

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	30		10,050
No dwgs under 1	30	335.00	0
No dwgs over 50	0	100.00	0
Total			10,050

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
Total			11,995

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
Total			5,292

Post CIL s106	1,000	£/ Unit (all)	30,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			4	8	8	8	2																	
Market Housing			0	0	0	0	313,612	627,224	627,224	627,224	156,806	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	153,246	306,492	306,492	306,492	76,623	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	466,858	933,716	933,716	933,716	233,429	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	11,995																							
Easements etc.	0																							
Legals Acquisition	5,997																							
Planning Fee	10,050																							
Architects	58,437		58,437																					
QS	48,697		48,697																					
Planning Consultants	9,739		9,739																					
Other Professional	19,479		19,479																					
Build Cost - BCIS Base	0	81,181	243,543		405,904	487,085	365,314	202,952	40,590	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL																								
Contingency	0	4,059	12,177		20,295	24,354	18,266	10,148	2,030	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	9,337	18,674	18,674	18,674	4,669	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,334	4,669	4,669	4,669	1,167	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	181,895	0	256,593	255,720	426,200	511,440	395,251	236,443	65,963	23,343	5,836	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	399,822				19,768	27,572	37,005	36,400	24,834	10,083	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest		10,180	10,358	15,030																				
Profit on Costs																								
Profit on GDV																								551,701
Cash Flow	-581,717	-10,180	-266,951	-270,750	-445,968	-539,012	34,602	660,874	842,919	900,290	227,593	0	0	0	0	0	0	0	0	0	0	0	0	-551,701
Opening Balance	0																							
Closing Balance	-581,717	-591,897	-858,848	-1,129,598	-1,575,565	-2,114,577	-2,079,975	-1,419,102	-576,183	324,108	551,701	551,701	551,701	551,701	551,701	551,701	551,701	551,701	551,701	551,701	551,701	551,701	551,701	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	466,858	933,716	933,716	933,716	233,429	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	176,400																							
Stamp Duty	5,292	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	2,646	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	10,050	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	58,437	0	58,437	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	48,697	0	48,697	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	9,739	0	9,739	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	19,479	0	19,479	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	81,181	243,543	405,904	487,085	365,314	202,952	40,590	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106			81,181	243,543	4,000	8,000	8,000	8,000	2,000	0	0	0	0	0	0	0	0	0	0	0				

Malvern Hills
Site 9

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	69.3	60%	14	2,100	2,95,380	998
Shared Ownership	69.3	0%	0	1,470	0	0
Affordable Rent	69.3	40%	10	1,356	902,011	665
Social Rent	69.3	0%	0	1,155	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.40 ha		60	/ha	2,997,391	1,663

Sales per Quarter	4
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	250,000	625,000
Alternative Use Value	140,000	350,000
Uplift	28,000	70,000
Plus /ha	0	0
Viability Threshold	168,000	420,000

RUN Residual MACRO ctrl+r
Closing balance = -1,530

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	88,849	89 £/m2
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DEVELOPMENT COSTS			
LAND	Unit or m2	Total	
Land	10,417	250,000	
Stamp Duty		7,500	
Easements etc.		0	
Legals Acquisition	1.50%	3,750	11,250
PLANNING			
Planning Fee		8,040	
Architects	6.00%	105,182	
QS / PM	5.00%	87,652	
Planning Consultants	1.00%	17,530	
Other Professional	2.00%	35,061	253,465
CONSTRUCTION			
Build Cost - BCIS Based	933	1,551,465	
s106 / CIL	1,000	24,000	
Contingency	5.00%	77,573	
Abnormals		100,000	1,753,038
FINANCE			
Fees		10,000	
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	59,948	
Legals	0.5%	14,987	
Misc.		5,000	79,935
Developers Profit			2,365,188
% of costs (before interest)	20.00%		473,038
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	24		8,040
No dwgs under 1	24	335.00	8,040
No dwgs over 50	0	100.00	0
Total			8,040

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
Total			7,500

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
Total			5,040

Post CIL s106	1,000	£/ Unit (all)	24,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started		2	4	4	4	4	4	4	2															
Market Housing		0	0	0	0	0	174,615	349,230	349,230	349,230	349,230	349,230	174,615	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	75,168	150,335	150,335	150,335	150,335	150,335	75,168	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	249,783	499,565	499,565	499,565	499,565	499,565	249,783	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	7,500																							
Easements etc.	0																							
Legals Acquisition	3,750																							
Planning Fee	8,040																							
Architects	52,591		52,591																					
QS	43,826		43,826																					
Planning Consultants	8,765		8,765																					
Other Professional	17,530		17,530																					
Build Cost - BCIS Base	0	43,096	129,289		215,481	258,578	258,578	258,578	215,481	129,289	43,096	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0	24,000			10,774	12,929	12,929	12,929	10,774	6,464	2,155	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	2,155	6,464		13,889	16,667	16,667	16,667	13,889	8,333	2,778	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	2,778	8,333																					
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	4,996	9,991	9,991	9,991	9,991	9,991	4,996	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,249	2,498	2,498	2,498	2,498	2,498	1,249	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	159,503	0	199,742	144,087	240,144	288,173	294,418	300,662	252,633	156,576	60,518	12,489	6,245	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	250,000																							
Interest		7,166	7,292	10,915	13,627	18,068	23,428	24,619	21,569	17,625	11,931	4,456	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								473,038
Cash Flow	-409,503	-7,166	-207,033	-155,001	-253,772	-306,241	-68,063	174,284	225,363	325,365	427,116	482,620	243,538	0	0	0	0	0	0	0	0	0	0	-473,038
Opening Balance	0																							
Closing Balance	-409,503	-416,669	-623,702	-778,704	-1,032,475	-1,338,716	-1,406,779	-1,232,495	-1,007,131	-681,767	-254,650	227,969	471,507	471,507	471,507	471,507	471,507	471,507	471,507	471,507	471,507	471,507	471,507	-1,530

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	249,783	499,565	499,565	499,565	499,565	499,565	249,783	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	168,000																							
Stamp Duty	5,040	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	2,520	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	8,040	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	52,591	0	52,591	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	43,826	0	43,826	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	8,765	0	8,765	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	17,530	0	17,530	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	43,096	129,289	215,481	258,578	258,578	258,578	215,481	129,289	43,096	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								

Malvern Hills
Site 10

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	90.5	60%	14	2,300	2,995,980	1,303
Shared Ownership	90.5	0%	0	1,610	0	0
Affordable Rent	90.5	40%	10	1,356	1,177,550	868
Social Rent	90.5	0%	0	1,265	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.57 ha		42	£/ha	4,173,530	2,171

Sales per Quarter	6
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	834,823	1,464,601
Alternative Use Value	14,250	25,000
Uplift	2,850	5,000
Plus /ha	250,000	250,000
Viability Threshold	159,600	280,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	735,089	564 £/m2
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DEVELOPMENT COSTS			
LAND		/unit or m2	Total
Land		34,784	33,393
Stamp Duty			834,823
Easements etc.			0
Legals Acquisition	1.50%	12,522	45,915
PLANNING			
Planning Fee		8,040	8,040
Architects	6.00%	118,291	118,291
QS / PM	5.00%	98,575	98,575
Planning Consultants	1.00%	19,715	19,715
Other Professional	2.00%	39,430	284,051
CONSTRUCTION			
Build Cost - BCIS Based	875	1,900,008	1,900,008
s106 / CIL	1,000	24,000	24,000
Contingency	2.50%	47,500	47,500
Abnormals		0	1,971,508
FINANCE			
Fees		10,000	10,000
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	83,471	83,471
Legals	0.5%	20,868	20,868
Misc.		5,000	109,338
Developers Profit			3,263,136
% of costs (before interest)	20.00%		652,627
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	24		8,040
No dwgs under 1	24	335.00	8,040
No dwgs over 50	0	100.00	0
Total			8,040

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	0%	
above	5%	4%	
Total			33,393

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	0%	
above	5%	4%	
Total			6,384

Post CIL s106	1,000	£/ Unit (all)	24,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6				
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
INCOME																									
UNITS Started			3	6	6	6	3																		
Market Housing			0	0	0	0	374,498	748,995	748,995	748,995	374,498	0	0	0	0	0	0	0	0	0	0	0	0	0	
Shared Ownership			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Affordable Rent			0	0	0	0	147,194	294,388	294,388	294,388	147,194	0	0	0	0	0	0	0	0	0	0	0	0	0	
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME	0	0	0	0	0	0	521,691	1,043,383	1,043,383	1,043,383	521,691	0	0	0	0	0	0	0	0	0	0	0	0	0	
EXPENDITURE																									
Stamp Duty	33,393																								
Easements etc.	0																								
Legals Acquisition	12,522																								
Planning Fee	8,040																								
Architects	59,145			59,145																					
QS	49,288			49,288																					
Planning Consultants	9,858			9,858																					
Other Professional	19,715			19,715																					
Build Cost - BCIS Base	0		79,167	237,501	395,835	475,002	395,835	237,501	79,167	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
s106/CIL				24,000																					
Contingency			0	1,979	5,938	9,896	11,875	9,896	5,938	1,979	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees	10,000																								
Legal and Valuation	7,500																								
Agents	0	0	0	0	0	0	10,434	20,868	20,868	20,868	10,434	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals	0	0	0	0	0	0	2,608	5,217	5,217	5,217	2,608	0	0	0	0	0	0	0	0	0	0	0	0	0	
Misc.				5,000																					
COSTS BEFORE LAND INT AND PROFIT	209,461	0	248,152	243,439	405,731	486,877	418,773	269,523	107,231	26,085	13,042	0	0	0	0	0	0	0	0	0	0	0	0	0	
For Residual Valuation																									
Land			834,823																						
Interest			18,275	18,595	23,263	27,930	35,519	44,661	43,642	30,863	15,020	0	0	0	0	0	0	0	0	0	0	0	0	0	
Profit on Costs																									
Profit on GDV																								652,627	
Cash Flow	-1,044,283	-18,275	-266,747	-266,701	-433,661	-522,396	58,257	730,218	905,289	1,002,278	508,649	0	0	0	0	0	0	0	0	0	0	0	0	-652,627	
Opening Balance	0																								
Closing Balance	-1,044,283	-1,062,558	-1,329,305	-1,596,006	-2,029,667	-2,552,064	-2,493,807	-1,763,589	-858,300	143,978	652,627	652,627	652,627	652,627	652,627	652,627	652,627	652,627	652,627	652,627	652,627	652,627	652,627	0	

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	521,691	1,043,383	1,043,383	1,043,383	521,691	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	159,600																							
Stamp Duty	6,384	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	2,394	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	8,040	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	59,145	0	0	59,145	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	49,288	0	0	49,288	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	9,858	0	0	9,858	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	19,715	0	0	19,715	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	79,167	237,501	395,835	475,002	395,835	237,501	79,167	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL															</									

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	86.8	70%	8	2,250	1,639,575	729
Shared Ownership	86.8	0%	0	1,575	0	0
Affordable Rent	86.8	30%	4	1,356	423,479	312
Social Rent	86.8	0%	0	1,238	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA	0.30 ha		40	/ha	2,063,054	1,041

Sales per Quarter	2
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	377,892	1,259,642
Alternative Use Value	15,000	50,000
Uplift	3,000	10,000
Plus /ha	250,000	250,000
Viability Threshold	93,000	310,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	307,454	422 £/m2
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DEVELOPMENT COSTS			
LAND	/unit or m2	Total	
Land	31,491	11,337	377,892
Stamp Duty		0	
Easements etc.		0	
Legals Acquisition	1.50%	5,668	17,005
PLANNING			
Planning Fee		4,020	
Architects	6.00%	60,043	
QS / PM	5.00%	50,036	
Planning Consultants	1.00%	10,007	
Other Professional	2.00%	20,014	144,120
CONSTRUCTION			
Build Cost - BCIS Based	927	964,597	
s106 / CIL	1,000	12,000	
Contingency	2.50%	24,115	
Abnormals		0	1,000,712
FINANCE			
Fees		10,000	
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	41,261	
Legals	0.5%	10,315	1,613,806
Misc.		5,000	
Developers Profit			
% of costs (before interest)	20.00%		322,761
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	12		4,020
No dwgs under 1	12	335.00	0
No dwgs over 5k	0	100.00	0
Total			4,020

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
Total			11,337

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
Total			2,790

Post CIL s106	1,000	£/ Unit (all)	12,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started		2	2	2	2	2	2	2																
Market Housing		0	0	0	0	0	273,263	273,263	273,263	273,263	273,263	273,263	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	70,580	70,580	70,580	70,580	70,580	70,580	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	343,842	343,842	343,842	343,842	343,842	343,842	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	11,337																							
Easements etc.	0																							
Legals Acquisition	5,668																							
Planning Fee	4,020																							
Architects	30,021		30,021																					
QS	25,018		25,018																					
Planning Consultants	5,004		5,004																					
Other Professional	10,007		10,007																					
Build Cost - BCIS Base	0	53,589	107,177		160,766	160,766	160,766	160,766	107,177	53,589	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL																								
Contingency	0	1,340	2,679		4,019	4,019	4,019	4,019	2,679	1,340	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	6,877	6,877	6,877	6,877	6,877	6,877	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,719	1,719	1,719	1,719	1,719	1,719	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	108,575	0	141,978	109,857	164,785	164,785	173,381	173,381	118,453	63,525	8,596	8,596	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	377,892																							
Interest		8,513	8,662	11,298	13,419	16,537	19,710	17,072	14,388	10,695	5,977	215	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								322,761
Cash Flow	-486,468	-8,513	-150,640	-121,155	-178,204	-181,323	150,751	153,389	211,001	269,622	329,269	335,032	0	0	0	0	0	0	0	0	0	0	0	-322,761
Opening Balance	0																							
Closing Balance	-486,468	-494,981	-645,621	-766,776	-944,980	-1,126,303	-975,552	-822,164	-611,162	-341,540	-12,270	322,761	322,761	322,761	322,761	322,761	322,761	322,761	322,761	322,761	322,761	322,761	322,761	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	343,842	343,842	343,842	343,842	343,842	343,842	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	93,000																							
Stamp Duty	2,790	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,395	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	4,020	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	30,021	0	30,021	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	25,018	0	25,018	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	5,004	0	5,004	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	10,007	0	10,007	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	53,589	107,177	160,766	160,766	160,766	160,766	107,177	5														

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	84.6	80%	4	2,050	693,720	338
Shared Ownership	84.6	0%	0	1,435	0	0
Affordable Rent	84.6	20%	1	1,356	114,718	85
Social Rent	84.6	0%	0	1,128	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.12 ha		42	/ha	808,438	423

Sales per Quarter	2
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	104,678	872,319
Alternative Use Value	42,000	350,000
Uplift	8,400	70,000
Plus /ha	0	0
Viability Threshold	50,400	420,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	56,969	168 £/m2
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DEVELOPMENT COSTS			
LAND	/unit or m2	Total	
Land	20,936		104,678
Stamp Duty		0	
Easements etc.		0	
Legals Acquisition	1.50%	1,570	1,570
PLANNING			
Planning Fee		1,675	
Architects	6.00%	25,549	
QS / PM	5.00%	21,291	
Planning Consultants	1.00%	4,258	
Other Professional	2.00%	8,516	61,290
CONSTRUCTION			
Build Cost - BCIS Based	891	376,971	
s106 / CIL	1,000	5,000	
Contingency	5.00%	18,849	
Abnormals		25,000	425,820
FINANCE			
Fees		10,000	
Interest	7.00%		17,500
Legal and Valuation		7,500	
SALES			
Agents	2.0%	16,169	
Legals	0.5%	4,042	
Misc.		5,000	25,211
Developers Profit			636,069

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	5		1,675
No dwgs under 1	5	335.00	1,675
No dwgs over 5k	0	100.00	0
Total			1,675

Stamp duty calc - Residual			
Land payment			
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
Total			0

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
Total			0

Post CIL s106	1,000	£/ Unit (all)	5,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			1	2	2																			
Market Housing			0	0	0	0	138,744	277,488	277,488	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	22,944	45,887	45,887	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	161,688	323,375	323,375	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	1,570																							
Planning Fee	1,675																							
Architects	12,775			12,775																				
QS	10,645			10,645																				
Planning Consultants	2,129			2,129																				
Other Professional	4,258			4,258																				
Build Cost - BCIS Base		0	25,131	75,394	125,657	100,526	50,263	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL			5,000		5,000				5,000				5,000				5,000				5,000			
Contingency		0	1,257	3,770	6,283	5,026	2,513	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	1,667	5,000	8,333	6,667	3,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	3,234	6,468	6,468	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	808	1,617	1,617	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	50,553	0	67,862	84,164	140,273	112,219	60,151	8,084	8,084	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land																								
Interest			2,717	2,764	4,000				5,543	8,095	10,200	8,602	3,235	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								
Cash Flow	-155,231	-2,717	-70,626	-88,164	-145,816	-120,313	91,336	306,689	312,056	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-127,214
Opening Balance	0																							
Closing Balance	-155,231	-157,947	-228,573	-316,737	-462,554	-582,867	-491,531	-184,842	127,214	127,214	127,214	127,214	127,214	127,214	127,214	127,214	127,214	127,214	127,214	127,214	127,214	127,214	127,214	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	161,688	323,375	323,375	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	50,400																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	756	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	1,675	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	12,775	0	0	12,775	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	10,645	0	0	10,645	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	2,129	0	0	2,129	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	4,258	0	0	4,258	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	25,131	75,394	125,657	100,526	50,263	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106			56,969		1,000	2,000	2,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	1,257	3,770	6,283	5,026	2,513	0	0															

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	83.5	100%	4	2,300	768,200	334
Shared Ownership	83.5	0%	0	1,610	0	0
Affordable Rent	83.5	0%	0	1,356	0	0
Social Rent	83.5	0%	0	1,265	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.10 ha		40	/ha	768,200	334

Sales per Quarter	2
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	213,250	2,132,497
Alternative Use Value	75,000	750,000
Uplift	15,000	150,000
Plus /ha	0	0
Viability Threshold	90,000	900,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	130,282	390 £/m2
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DEVELOPMENT COSTS			
	/unit or m2	Total	
LAND			
Land	53,312	2,132	213,250
Stamp Duty			
Easements etc.		0	
Legals Acquisition	1.50%	3,199	5,331
PLANNING			
Planning Fee		1,340	
Architects	6.00%	17,750	
QS / PM	5.00%	14,792	
Planning Consultants	1.00%	2,958	
Other Professional	2.00%	5,917	42,756
CONSTRUCTION			
Build Cost - BCIS Based	852	284,714	
s106 / CIL	1,000	4,000	
Contingency	2.50%	7,118	
Abnormals		0	295,832
FINANCE			
Fees		10,000	
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	15,364	
Legals	0.5%	3,841	24,205
Misc.		5,000	598,874
Developers Profit			
% of costs (before interest)	20.00%		119,775
% of GDV	0.00%		0

Planning fee calc			
	dwgs	rate	
Planning app fee	4		
No dwgs	4	335.00	1,340
No dwgs under 1	0	100.00	0
No dwgs over 5k	0		
Total			1,340

Stamp duty calc - Residual			
Land payment			213,250
125,000	0%	1%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	1%	
Total			2,132

Stamp duty calc - Add Profit			
Land payment			90,000
125,000	0%	1%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	1%	
Total			900

Post CIL s106	1,000	£/ Unit (all)	4,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			1	2	1																			
Market Housing			0	0	0	0	192,050	384,100	192,050	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	192,050	384,100	192,050	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	2,132																							
Easements etc.	0																							
Legals Acquisition	3,199																							
Planning Fee	1,340																							
Architects	8,875		8,875																					
QS	7,396		7,396																					
Planning Consultants	1,479		1,479																					
Other Professional	2,958		2,958																					
Build Cost - BCIS Base		0	23,726	71,179	94,905	71,179	23,726	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL			4,000				4,000																	
Contingency		0	593	1,779	2,373	1,779	593	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	3,841	7,682	3,841	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	960	1,921	960	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000		0	0			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	44,879	0	54,028	72,958	97,277	72,958	29,121	9,603	4,801	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land			213,250																					
Interest		4,517	4,596	5,622	6,997	8,822	10,253	7,582	1,160	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								119,775
Cash Flow	-258,129	-4,517	-58,624	-78,580	-104,275	-81,780	152,676	366,916	186,088	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-119,775
Opening Balance	0																							
Closing Balance	-258,129	-262,646	-321,270	-399,851	-504,125	-585,905	-433,229	-66,313	119,775	119,775	119,775	119,775	119,775	119,775	119,775	119,775	119,775	119,775	119,775	119,775	119,775	119,775	119,775	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	192,050	384,100	192,050	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	90,000																							
Stamp Duty	900	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,350	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	1,340	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	8,875	0	8,875	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	7,396	0	7,396	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	1,479	0	1,479	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	2,958	0	2,958	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	23,726	71,179	94,905	71,179	23,726	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106			130,282				1,000	2,000	1,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0</	

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	92.0	100%	3	2,500	690,000	276
Shared Ownership	92.0	0%	0	1,750	0	0
Affordable Rent	92.0	0%	0	1,356	0	0
Social Rent	92.0	0%	0	1,375	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.10 ha		30	/ha	690,000	276

Sales per Quarter	2
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	171,465	1,714,651
Alternative Use Value	5,000	50,000
Uplift	1,000	10,000
Plus /ha	250,000	250,000
Viability Threshold	31,000	310,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	148,387	538 £/m2
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DEVELOPMENT COSTS			
LAND	/unit or m2	Total	
Land	57,155	1,715	171,465
Stamp Duty			
Easements etc.		0	
Legals Acquisition	1.50%	2,572	4,287
PLANNING			
Planning Fee		1,005	
Architects	6.00%	16,984	
QS / PM	5.00%	14,154	
Planning Consultants	1.00%	2,831	
Other Professional	2.00%	5,661	40,635
CONSTRUCTION			
Build Cost - BCIS Based	990	273,240	
s106 / CIL	1,000	3,000	
Contingency	2.50%	6,831	
Abnormals		0	283,071
FINANCE			
Fees		10,000	
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	13,800	
Legals	0.5%	3,450	
Misc.		5,000	22,250
Developers Profit			539,208
% of costs (before interest)	20.00%		107,842
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	3		1,005
No dwgs under 1	3	335.00	1,005
No dwgs over 5k	0	100.00	0
Total			1,005

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	1%	
Total			1,715

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	1%	
Total			310

Post CIL s106	1,000	£/ Unit (all)	3,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			1	2																				
Market Housing	0	0	0	0	0	0	230,000	460,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	230,000	460,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	1,715																							
Easements etc.	0																							
Legals Acquisition	2,572																							
Planning Fee	1,005																							
Architects	8,492		8,492																					
QS	7,077		7,077																					
Planning Consultants	1,415		1,415																					
Other Professional	2,831		2,831																					
Build Cost - BCIS Base		0	30,360	91,080	91,080	60,720	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL			3,000																					
Contingency		0	759	2,277	2,277	1,518	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	4,600	9,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,150	2,300	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000		0	0			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	42,607	0	58,934	93,357	93,357	62,238	5,750	11,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land		171,465			6,630	8,379	9,615	5,859	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest		3,746	3,812	4,910																				
Profit on Costs																								
Profit on GDV																								107,842
Cash Flow	-214,072	-3,746	-62,746	-98,267	-99,987	-70,617	214,635	442,641	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-107,842
Opening Balance	0																							
Closing Balance	-214,072	-217,818	-280,564	-378,831	-478,817	-549,434	-334,799	107,842	107,842	107,842	107,842	107,842	107,842	107,842	107,842	107,842	107,842	107,842	107,842	107,842	107,842	107,842	107,842	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	230,000	460,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	31,000																							
Stamp Duty	310	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	465	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	1,005	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	8,492	0	8,492	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	7,077	0	7,077	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	1,415	0	1,415	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	2,831	0	2,831	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	30,360	91,080	91,080	60,720	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106			148,387																					
Contingency	0	0	759	2,277	2,277	1,518	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0																	

Malvern Hills
Site 16

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	111.0	100%	1	2,750	305,250	111
Shared Ownership	111.0	0%	0	1,925	0	0
Affordable Rent	111.0	0%	0	1,356	0	0
Social Rent	111.0	0%	0	1,513	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.10 ha		10	/ha	305,250	111

Sales per Quarter	1
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	80,524	805,244
Alternative Use Value	5,000	50,000
Uplift	1,000	10,000
Plus /ha	250,000	250,000
Viability Threshold	31,000	310,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	51,792	467 £/m2
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DEVELOPMENT COSTS			
LAND	/unit or m2	Total	
Land	80,524		80,524
Stamp Duty		0	
Easements etc.		0	
Legals Acquisition	1.50%	1,208	1,208
PLANNING			
Planning Fee		335	
Architects	6.00%	6,665	
QS / PM	5.00%	5,554	
Planning Consultants	1.00%	1,111	
Other Professional	2.00%	2,222	15,886
CONSTRUCTION			
Build Cost - BCIS Based	968	107,393	
s106 / CIL	1,000	1,000	
Contingency	2.50%	2,685	
Abnormals		0	111,077
FINANCE			
Fees		10,000	
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	6,105	
Legals	0.5%	1,526	
Misc.		5,000	12,631
			238,827

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	1		335
No dwgs under 1	1	335.00	335
No dwgs over 5k	0	100.00	0
Total			335

Stamp duty calc - Residual			
Land payment			
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
Total			0

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
Total			0

Developers Profit				
% of costs (before interest)	20.00%		47,765	
% of GDV	0.00%		0	

Post CIL s106	1,000	£/ Unit (all)	1,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6				
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
INCOME																									
UNITS Started	1																								
Market Housing	0				0				0				0				0				0				
Shared Ownership	0				0				0				0				0				0				
Affordable Rent	0				0				0				0				0				0				
Social Rent	0				0				0				0				0				0				
Grant and Subsidy	0				0				0				0				0				0				
INCOME	0	0	0	0	0	0	0	305,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																									
Stamp Duty	0																								
Easements etc.	0																								
Legals Acquisition	1,208																								
Planning Fee	335																								
Architects	3,332																								
QS	2,777																								
Planning Consultants	555																								
Other Professional	1,111																								
Build Cost - BCIS Base	0				35,798				35,798				35,798				0				0				
s106/CIL	0				1,000				1,000				0				0				0				
Contingency	0				895				895				0				0				0				
Abnormals	0				0				0				0				0				0				
Finance Fees	10,000																								
Legal and Valuation	7,500																								
Agents	0				0				6,105				0				0				0				
Legals	0				0				1,526				0				0				0				
Misc.	0				5,000				0				0				0				0				
COSTS BEFORE LAND INT AND PROFIT	26,818	0	50,468	36,692	36,692	0	7,631	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
For Residual Valuation																									
Land	80,524																								
Interest	1,878				1,911				2,828				3,520				4,223				4,297				
Profit on Costs																									
Profit on GDV																									
Cash Flow	-107,343	-1,878	-52,379	-39,520	-40,212	-4,223	293,322	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Opening Balance	0																								
Closing Balance	-107,343	-109,221	-161,600	-201,121	-241,333	-245,556	47,765	47,765	47,765	47,765	47,765	47,765	47,765	47,765	47,765	47,765	47,765	47,765	47,765	47,765	47,765	47,765	47,765	0	

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6				
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
INCOME																									
As Above																									
INCOME	0	0	0	0	0	0	0	305,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																									
Land	31,000																								
Stamp Duty	0																								
Easements etc.	0																								
Legals Acquisition	465																								
Planning Fee	335																								
Architects	3,332																								
QS	2,777																								
Planning Consultants	555																								
Other Professional	1,111																								
Build Cost - BCIS Base	0				35,798				35,798				0				0								
POTENTIAL CIL	0				51,792				1,000				1,000				0								
Post CIL s106	0				895				895				0				0								
Contingency	0				0				0				0				0								
Abnormals	0				0				0				0				0								
Finance Fees	10,000																								
Legal and Valuation	7,500																								
Agents	0				0				6,105				0				0								
Legals	0				0				1,526				0				0								
Misc.	0				5,000				0				0				0								
COSTS BEFORE LAND INT AND PROFIT	57,075	0	101,259	36,692	37,692	0	7,631	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
For CIL calculation																									
Interest	999				1,016				2,806				3,497				4,218				4,292				
Profit on cost																									
Profit on GDV																									
Cash Flow	-57,075	-999	-102,276	-39,499	-41,190	-4,218	293,327	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Opening Balance	0																								
Closing Balance	-57,075	-58,074	-160,350	-199,849	-241,038	-245,257	48,070	48,070	48,070	48,070	48,070	48,070	48,070	48,070	48,070	48,070	48,070	48,070	48,070	48,070	48,070	48,070	48,070	0	

Malvern Hills
Results

		Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16
		SUE 1	SUE 2	Greenfield 1	Greenfield 2				Brownfield redev. M	Medium Brownfield	Medium greenfield	Urban edge	Town centre flats	Ex garage site	Town Village Infill	Small Village Scheme	Village House
Gross Site Area	ha	14.17	13.33	6.25	4.17				0.42	0.40	0.57	0.30	0.20	0.12	0.10	0.10	0.10
Net Site Area	ha	8.50	8.00	3.75	2.50				0.42	0.40	0.57	0.30	0.20	0.12	0.10	0.10	0.10
Units		314	250.00	133.00	88.00				30.00	24.00	24.00	12.00	10.00	5.00	4.00	3.00	1.00
Mix	Market	60.00%	60.00%	60.00%	60.00%				60.00%	60.00%	60.00%	70.00%	70.00%	80.00%	100.00%	100.00%	100.00%
	Intermediate to Buy	0.00%	0.00%	0.00%	0.00%				0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Affordable Rent	40.00%	40.00%	40.00%	40.00%				40.00%	40.00%	40.00%	30.00%	30.00%	20.00%	0.00%	0.00%	0.00%
	Social Rent	0.00%	0.00%	0.00%	0.00%				0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Alternative Land Val	£/ha	25,000	25,000	25,000	25,000				350,000	350,000	25,000	50,000	350,000	350,000	750,000	50,000	50,000
	£ site	354,167	333,333	156,250	104,167				147,000	140,000	14,250	15,000	70,000	42,000	75,000	5,000	5,000
Uplift	£/ha	255,000	255,000	255,000	255,000				70,000	70,000	255,000	260,000	70,000	70,000	150,000	260,000	260,000
	£ site	3,612,500	3,400,000	1,593,750	1,062,500				29,400	28,000	145,350	78,000	14,000	8,400	15,000	26,000	26,000
Viability Threshold	£/ha	280,000	280,000	280,000	280,000				420,000	420,000	280,000	310,000	420,000	420,000	900,000	310,000	310,000
	£ site	3,966,667	3,733,333	1,750,000	1,166,667				176,400	168,000	159,600	93,000	84,000	50,400	90,000	31,000	31,000
Residual Value	£/ha	332,757	324,151	574,023	656,141				951,958	625,000	1,464,601	1,259,642	1,357,721	872,319	2,132,497	1,714,651	805,244
	£ site	4,714,057	4,322,012	3,587,642	2,733,922				399,822	250,000	834,823	377,892	271,544	104,678	213,250	171,465	80,524
Additional Profit	£/ha	60,902	50,587	325,479	414,800				576,495	222,124	1,289,629	1,024,845	1,011,448	474,742	1,302,817	1,483,868	517,917
	£ site	862,781	674,494	2,034,243	1,728,333				242,128	88,849	735,089	307,454	202,290	56,969	130,282	148,387	51,792
	£/Unit	2,748	2,698	15,295	19,640				8,071	3,702	30,629	25,621	20,229	11,394	32,570	49,462	51,792
	£/m2	56	54	276	344				190	89	564	422	359	168	390	538	467

HDH Planning and Development

Worcestershire CIL Viability Study

Jointly commissioned by Bromsgrove, Malvern Hills, Redditch, Worcester, Wychavon and Wyre Forest Councils

Draft assumptions, appraisals and findings

Redditch Affordable Targets

Private and Confidential.

Redditch
Inputs

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16
Site Area - GROSS	ha		14.17	13.33	6.25	4.17	3.00	1.40	0.60	0.42	0.40	0.57	0.30	0.20	0.12	0.10	0.10	0.10
Units			314.00	250.00	133.00	88.00	81.00	70.00	60.00	30.00	24.00	24.00	12.00	10.00	5.00	4.00	3.00	1.00
Average Unit Size	m2		81.92	82.92	92.49	95.18	78.84	78.84	76.43	70.63	69.29	90.46	86.75	80.40	84.60	83.50	92.00	111.00
Mix	Intermediate to Buy		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Affordable Rent		0.00%	30.00%	30.00%	30.00%	30.00%	0.00%	0.00%	0.00%	30.00%	30.00%	30.00%	30.00%	0.00%	0.00%	0.00%	0.00%
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Price	Market	£/m2	0	1,950	1,975	2,100	2,150	0	0	0	2,050	2,050	2,000	1,750	1,850	2,150	2,600	3,000
	Intermediate to Buy	£/m2	0	1,365	1,383	1,470	1,505	0	0	0	1,435	1,435	1,400	1,225	1,295	1,505	1,820	2,100
	Affordable Rent	£/m2	0	1,037	1,037	1,037	1,037	0	0	0	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037
	Social Rent	£/m2	0	1,073	1,086	1,155	1,183	0	0	0	1,128	1,128	1,100	963	1,018	1,183	1,430	1,650
Grant and Subsidy	Intermediate to Buy	£/unit																
	Affordable Rent	£/unit																
	Social Rent	£/unit																
Sales per Quarter			20	20	9	9	12	8	12	8	4	6	2	5	2	2	2	1
Unit Build Time			3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Alternative Use Value	£/ha		25,000	25,000	25,000	25,000	25,000	450,000	450,000	450,000	450,000	25,000	50,000	450,000	450,000	750,000	50,000	50,000
Up Lift %	%		20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
Additional Uplift	£/ha		250,000	250,000	250,000	250,000	250,000	0	0	0	0	250,000	250,000	0	0	0	250,000	250,000
Easements etc	£		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	% land		1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%
Planning Fee	<50	£/unit	335	335	335	335	335	335	335	335	335	335	335	335	335	335	335	335
	>50	£/unit	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Architects	%		6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
QS / PM	%		5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%
Planning Consultants	%		1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
Other Professional	%		2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
Build Cost - BCIS Based	£/m2		924	925	911	906	895	953	1,298	862	933	875	927	993	891	852	990	968
Pre CIL s106	£/Unit		1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
Post CIL s106	£/Unit		1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
Contingency	%		2.5%	2.5%	2.5%	2.5%	2.5%	5.0%	5.0%	5.0%	5.0%	2.5%	2.5%	5.0%	5.0%	2.5%	2.5%	2.5%
Abnormals	%		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	£/site		1,000,000	750,000	0	0	0	200,000	0	0	100,000	0	0	0	25,000	0	0	0
FINANCE	Fees	£	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Interest	%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%
	Legal and Valuation	£	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500
SALES	Agents	%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
	Legals	%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%
	Misc.	£	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Developers Profit	% of costs (before interest)		20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
	% of GDV		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

Redditch
Site 1

INCOME	Av Size m2	%	Number	Price €/m2	GDV £	GIA m2
Market Housing	81.9	100%	314	0	0	25,723
Shared Ownership	81.9	0%	0	0	0	0
Affordable Rent	81.9	0%	0	0	0	0
Social Rent	81.9	0%	0	0	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	14.17 ha		22	/ha	0	25,723

Sales per Quarter	20
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	-28,968,062	-2,044,804
Alternative Use Value	354,167	25,000
Uplift	70,833	5,000
Plus /ha	250,000	3,541,667
Viability Threshold	3,966,667	280,000

Additional Profit	-33,605,465	-1,306 €/m2
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RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			
LAND	/unit or m2	Total	
Land	-92,255	0	-28,968,062
Stamp Duty		0	
Easements etc.		0	
Legals Acquisition	1.50%	-434,521	-434,521
PLANNING			
Planning Fee		114,840	
Architects	6.00%	1,540,276	
QS / PM	5.00%	1,283,563	
Planning Consultants	1.00%	256,713	
Other Professional	2.00%	513,425	3,708,817
CONSTRUCTION			
Build Cost - BCIS Based	924	23,763,186	
s106 / CIL	1,000	314,000	
Contingency	2.50%	594,080	
Abnormals		1,000,000	25,671,266
FINANCE			
Fees		10,000	
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	0	
Legals	0.5%	0	
Misc.		5,000	5,000
Developers Profit			0
% of costs (before interest)	20.00%		0
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	314		
No dwgs under 1	264	335	88,440
No dwgs over 5k	264	100	26,400
Total			114,840

Stamp duty calc - Residual			
Land payment			
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
Total			0

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
Total			0

Post CIL s106	1,000	£/ Unit (all)	314,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			9	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	5	0	0	0	0	
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
EXPENDITURE																								
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals Acquisition	-434,521	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Fee	114,840	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Architects	770,138	0	770,138	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
QS	641,782	0	641,782	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Consultants	128,356	0	128,356	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Other Professional	256,713	0	256,713	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Build Cost - BCIS Base	0	0	227,037	731,563	1,236,089	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,135,184	630,658	126,132	0	0	0	
s106/CIL	0	0	314,000	0	314,000	314,000	314,000	314,000	314,000	314,000	314,000	314,000	314,000	314,000	314,000	314,000	314,000	314,000	314,000	314,000	314,000	314,000	314,000	
Contingency	0	0	5,676	18,289	30,902	37,839	37,839	37,839	37,839	37,839	37,839	37,839	37,839	37,839	37,839	37,839	37,839	28,380	15,766	3,153	0	0	0	
Abnormals	0	0	9,554	30,786	52,017	63,694	63,694	63,694	63,694	63,694	63,694	63,694	63,694	63,694	63,694	63,694	63,694	47,771	26,539	5,308	0	0	0	
Finance Fees	10,000	0	0	0	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legal and Valuation	7,500	0	0	0	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Agents	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Misc.	0	0	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
COSTS BEFORE LAND INT AND PROFIT	1,494,808	0	2,358,255	780,638	1,319,009	1,615,112	1,615,112	1,615,112	1,615,112	1,615,112	1,615,112	1,615,112	1,615,112	1,615,112	1,615,112	1,615,112	1,615,112	1,211,334	672,964	134,593	0	0	0	
For Residual Valuation																								
Land	-28,968,062	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Interest	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Profit on Costs	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Profit on GDV	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Cash Flow	27,473,254	0	-2,358,255	-780,638	-1,319,009	-1,615,112	-1,615,112	-1,615,112	-1,615,112	-1,615,112	-1,615,112	-1,615,112	-1,615,112	-1,615,112	-1,615,112	-1,615,112	-1,615,112	-1,211,334	-672,964	-134,593	0	0	0	
Opening Balance	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Closing Balance	27,473,254	27,473,254	25,114,999	24,334,361	23,015,353	21,400,240	19,785,128	18,170,015	16,554,903	14,939,790	13,324,678	11,709,565	10,094,453	8,479,340	6,864,228	5,249,116	3,634,003	2,018,891	807,556	134,593	0	0	0	

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
EXPENDITURE																								
Land	3,966,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals Acquisition	59,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Fee	114,840	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Architects	770,138	0	770,138	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
QS	641,782	0	641,782	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Consultants	128,356	0	128,356	0	0	0	0	0																

Redditch
Site 2

INCOME	Av Size m2	%	Number	Price €/m2	GDV £	GIA m2
Market Housing	82.9	70%	175	1,950	28,296,450	14,511
Shared Ownership	82.9	0%	0	1,365	0	0
Affordable Rent	82.9	30%	75	1,037	6,449,103	6,219
Social Rent	82.9	0%	0	1,073	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	13.33 ha		19	/ha	34,745,553	20,730

Sales per Quarter	20
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	2,637,007	197,775
Alternative Use Value	333,333	25,000
Uplift	66,667	5,000
Plus /ha	250,000	3,333,333
Viability Threshold	3,733,333	280,000

Additional Profit -1,174,804 -81 €/m2

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			
LAND		/unit or m2	Total
Land		10,548	2,637,007
Stamp Duty			131,850
Easements etc.			0
Legals Acquisition	1.50%		39,555
PLANNING			
Planning Fee			87,000
Architects	6.00%		1,238,940
QS / PM	5.00%		1,032,450
Planning Consultants	1.00%		206,490
Other Professional	2.00%		412,980
CONSTRUCTION			
Build Cost - BCIS Based		925	19,169,753
s106 / CIL	1.000		250,000
Contingency	2.50%		479,244
Abnormals			750,000
FINANCE			
Fees			10,000
Interest	7.00%		7,500
Legal and Valuation			17,500
SALES			
Agents	2.0%		694,911
Legals	0.5%		173,728
Misc.			5,000
			27,326,407
Developers Profit			
% of costs (before interest)	20.00%		5,465,281
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	250		
No dwgs under 1	200	335.00	67,000
No dwgs over 50	200	100.00	20,000
Total			87,000

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			131,850

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			186,667

Post CIL s106	1,000	£/ Unit (all)	250,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			10	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20
Market Housing			0	0	0	0	1,131,858	2,263,716	2,263,716	2,263,716	2,263,716	2,263,716	2,263,716	2,263,716	2,263,716	2,263,716	2,263,716	2,263,716	2,263,716	2,263,716	2,263,716	2,263,716	2,263,716	0
Shared Ownership			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	257,964	515,928	515,928	515,928	515,928	515,928	515,928	515,928	515,928	515,928	515,928	515,928	515,928	515,928	515,928	515,928	515,928	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	1,389,822	2,779,644	2,779,644	2,779,644	2,779,644	2,779,644	2,779,644	2,779,644	2,779,644	2,779,644	2,779,644	2,779,644	2,779,644	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	131,850																							
Easements etc.	0																							
Legals Acquisition	39,555																							
Planning Fee	87,000																							
Architects	619,470		619,470																					
QS	516,225		516,225																					
Planning Consultants	103,245		103,245																					
Other Professional	206,490		206,490																					
Build Cost - BCIS Base	0	255,597	766,790		1,277,984	1,533,580	1,533,580	1,533,580	1,533,580	1,533,580	1,533,580	1,533,580	1,533,580	1,533,580	1,533,580	1,022,387	511,193	0	0	0	0	0	0	0
s106/CIL	0	250,000			50,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	40,000	12,780	0	0	0	0	0	0	0
Contingency	0	6,390	19,170		31,950	38,340	38,340	38,340	38,340	38,340	38,340	38,340	38,340	38,340	38,340	25,560	20,000	0	0	0	0	0	0	0
Abnormals	0	10,000	30,000		50,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	40,000	20,000	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	27,796	55,593	55,593	55,593	55,593	55,593	55,593	55,593	55,593	55,593	55,593	55,593	55,593	0	0	0	0	0
Legals	0	0	0	0	0	0	6,949	13,898	13,898	13,898	13,898	13,898	13,898	13,898	13,898	13,898	13,898	13,898	13,898	0	0	0	0	0
Misc.	0	0	5,000		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	1,721,335	0	1,972,416	815,960	1,359,933	1,631,920	1,686,665	1,701,411	1,701,411	1,701,411	1,701,411	1,701,411	1,701,411	1,701,411	1,701,411	1,157,438	613,464	69,491	69,491	0	0	0	0	0
For Residual Valuation																								
Land	2,637,007																							
Interest		76,271	77,606	113,481	129,746	155,816	187,101	195,220	179,767	164,044	148,046	131,768	115,204	98,351	81,204	63,756	36,483	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								5,465,281
Cash Flow	-4,358,342	-76,271	-2,050,022	-929,441	-1,489,679	-1,787,735	-463,944	883,013	898,466	914,189	930,187	946,466	963,029	979,882	997,030	1,558,451	2,129,697	2,710,153	2,710,153	0	0	0	0	-5,465,281
Opening Balance	0																							
Closing Balance	-4,358,342	-4,434,613	-6,484,635	-7,414,076	-8,903,756	-10,691,491	-11,155,436	-10,272,422	-9,373,956	-8,459,767	-7,529,580	-6,583,114	-5,620,085	-4,640,203	-3,643,173	-2,084,722	44,975	2,755,128	5,465,281	5,465,281	5,465,281	5,465,281	5,465,281	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	1,389,822	2,779,644	2,779,644	2,779,644	2,779,644	2,779,644	2,779,644	2,779,644	2,779,644	2,779,644	2,779,644	2,779,644	2,779,644	0	0	0	0	0
EXPENDITURE																								
Land	3,733,333																							
Stamp Duty	186,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	56,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	87,000	0	0	0	0	0	0	0	0	0	0	0												

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	92.5	70%	93	1,975	17,006,133	8,611
Shared Ownership	92.5	0%	0	1,383	0	0
Affordable Rent	92.5	30%	40	1,037	3,826,841	3,690
Social Rent	92.5	0%	0	1,086	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	6.25 ha		21	/ha	20,832,974	12,301

Sales per Quarter	9
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	2,271,350	363,416
Alternative Use Value	156,250	25,000
Uplift	31,250	5,000
Plus /ha	250,000	1,562,500
Viability Threshold	1,750,000	280,000

Additional Profit 589,411 68 £/m2

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			
LAND	/unit or m2	Total	
Land	17,078	113,568	2,271,350
Stamp Duty		0	
Easements etc.		0	
Legals Acquisition	1.50%	34,070	147,638
PLANNING			
Planning Fee		36,105	
Architects	6.00%	697,476	
QS / PM	5.00%	581,230	
Planning Consultants	1.00%	116,246	
Other Professional	2.00%	232,492	1,663,549
CONSTRUCTION			
Build Cost - BCIS Based	911	11,211,320	
s106 / CIL	1,000	133,000	
Contingency	2.50%	280,283	
Abnormals		0	11,624,603
FINANCE			
Fees		10,000	
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	416,659	
Legals	0.5%	104,165	
Misc.		5,000	525,824
Developers Profit			16,250,465
% of costs (before interest)	20.00%		3,250,093
% of GDV	0.00%		0

Planning fee calc			
	dwgs	rate	
Planning app fee	133		
No dwgs	83	335.00	27,805
No dwgs under 1	83	100.00	8,300
No dwgs over 5k	83		
Total			36,105

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			113,568

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			87,500

Post CIL s106	1,000	£/Unit (all)	133,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			4	9	9	9	9	9	9	9	9	9	9	9	9	9	9	3						
Market Housing			0	0	0	0	511,463	1,150,791	1,150,791	1,150,791	1,150,791	1,150,791	1,150,791	1,150,791	1,150,791	1,150,791	1,150,791	1,150,791	1,150,791	1,150,791	1,150,791	383,597	0	0
Shared Ownership			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	115,093	258,959	258,959	258,959	258,959	258,959	258,959	258,959	258,959	258,959	258,959	258,959	258,959	258,959	258,959	86,320	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	626,556	1,409,750	1,409,750	1,409,750	1,409,750	1,409,750	1,409,750	1,409,750	1,409,750	1,409,750	1,409,750	1,409,750	1,409,750	1,409,750	1,409,750	469,917	0	0
EXPENDITURE																								
Stamp Duty	113,568																							
Easements etc.	0																							
Legals Acquisition	34,070																							
Planning Fee	36,105																							
Architects	348,738			348,738																				
QS	290,615			290,615																				
Planning Consultants	58,123			58,123																				
Other Professional	116,246			116,246																				
Build Cost - BCIS Base	0	0	112,394	365,281	618,168	758,661	758,661	758,661	758,661	758,661	758,661	758,661	758,661	758,661	758,661	758,661	758,661	590,069	337,183	84,296	0	0	0	0
s106/CIL	0	0	133,000		0	0			0	0			0	0			0	0			0	0		
Contingency	0	0	2,810	9,132	15,454	18,967	18,967	18,967	18,967	18,967	18,967	18,967	18,967	18,967	18,967	18,967	18,967	14,752	8,430	2,107	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	12,531	28,195	28,195	28,195	28,195	28,195	28,195	28,195	28,195	28,195	28,195	28,195	28,195	28,195	28,195	9,398	0	0
Legals	0	0	0	0	0	0	3,133	7,049	7,049	7,049	7,049	7,049	7,049	7,049	7,049	7,049	7,049	7,049	7,049	7,049	7,049	2,350	0	0
Misc.	0	0	5,000		0	0			0	0			0	0			0	0			0	0		
COSTS BEFORE LAND INT AND PROFIT	1,014,965	0	1,066,926	374,413	633,622	777,627	793,291	812,871	812,871	812,871	812,871	812,871	812,871	812,871	812,871	812,871	812,871	640,065	380,856	121,647	35,244	11,748	0	0
For Residual Valuation																								
Land	2,271,350																							
Interest		57,511	58,517	78,212	86,133	98,729	114,065	118,979	110,616	102,106	93,448	84,638	75,673	66,552	57,272	47,829	38,220	28,444	15,472	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								3,250,093
Cash Flow	-3,286,315	-57,511	-1,125,443	-452,625	-719,755	-876,356	-280,801	477,900	486,263	494,773	503,431	512,241	521,206	530,327	539,607	549,051	558,659	741,241	1,013,422	1,288,103	1,374,506	458,169	0	-3,250,093
Opening Balance	0																							
Closing Balance	-3,286,315	-3,343,826	-4,469,269	-4,921,894	-5,641,650	-6,518,006	-6,798,807	-6,320,907	-5,834,644	-5,339,871	-4,836,440	-4,324,198	-3,802,993	-3,272,666	-2,733,059	-2,184,008	-1,625,349	-884,108	129,315	1,417,418	2,791,924	3,250,093	3,250,093	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	626,556	1,409,750	1,409,750	1,409,750	1,409,750	1,409,750	1,409,750	1,409,750	1,409,750	1,409,750	1,409,750	1,409,750	1,409,750	1,409,750	1,409,750	469,917	0	0
EXPENDITURE																								
Land	1,750,000																							
Stamp Duty	87,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	26,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	36,105	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	348,738	0	0	348,738	0	0	0	0	0</															

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	95.2	70%	62	2,100	12,312,720	5,863
Shared Ownership	95.2	0%	0	1,470	0	0
Affordable Rent	95.2	30%	26	1,037	2,605,774	2,513
Social Rent	95.2	0%	0	1,155	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	4.17 ha		21	/ha	14,918,494	8,376

Sales per Quarter	9
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	2,124,283	509,828
Alternative Use Value	104,167	25,000
Uplift	20,833	5,000
Plus /ha	250,000	1,041,667
Viability Threshold	1,166,667	280,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	1,059,348	181 £/m2
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DEVELOPMENT COSTS			
LAND	/unit or m2	Total	
Land	24,140	106,214	2,124,283
Stamp Duty		0	
Easements etc.		0	
Legals Acquisition	1.50%	31,864	138,078
PLANNING			
Planning Fee		16,530	
Architects	6.00%	471,848	
QS / PM	5.00%	393,206	
Planning Consultants	1.00%	78,641	
Other Professional	2.00%	157,283	1,117,508
CONSTRUCTION			
Build Cost - BCIS Based	906	7,586,467	
s106 / CIL	1,000	88,000	
Contingency	2.50%	189,662	
Abnormals		0	7,864,129
FINANCE			
Fees		10,000	
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	298,370	
Legals	0.5%	74,592	11,639,461
Misc.		5,000	377,962
Developers Profit			2,327,892
% of costs (before interest)	20.00%		
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	88		
No dwgs under 1	38	335.00	12,730
No dwgs over 5k	38	100.00	3,800
Total			16,530

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			106,214

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			58,333

Post CIL s106	1,000	£/ Unit (all)	88,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			4	9	9	9	9	9	9	9	9	9	3											
Market Housing			0	0	0	0	559,669	1,259,255	1,259,255	1,259,255	1,259,255	1,259,255	1,259,255	1,259,255	1,259,255	1,259,255	419,752	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	118,444	266,500	266,500	266,500	266,500	266,500	266,500	266,500	266,500	266,500	88,833	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	678,113	1,525,755	1,525,755	1,525,755	1,525,755	1,525,755	1,525,755	1,525,755	1,525,755	1,525,755	508,585	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	106,214																							
Easements etc.	0																							
Legals Acquisition	31,864																							
Planning Fee	16,530																							
Architects	235,924		235,924																					
QS	196,603		196,603																					
Planning Consultants	39,321		39,321																					
Other Professional	78,641		78,641																					
Build Cost - BCIS Base	0	114,946	373,576		632,206	775,889	775,889	775,889	775,889	775,889	775,889	775,889	603,469	344,839	86,210	0	0	0	0	0	0	0	0	0
s106/CIL	88,000																							
Contingency	0	2,874	9,339		15,805	19,397	19,397	19,397	19,397	19,397	19,397	19,397	15,087	8,621	2,155	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	13,562	30,515	30,515	30,515	30,515	30,515	30,515	30,515	30,515	30,515	10,172	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,391	7,629	7,629	7,629	7,629	7,629	7,629	7,629	7,629	7,629	2,543	0	0	0	0	0	0	0
Misc.	0	0	5,000		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	722,597	0	761,309	382,915	646,011	795,286	812,239	833,430	833,430	833,430	833,430	833,430	656,700	391,604	126,509	38,144	12,715	0	0	0	0	0	0	0
For Residual Valuation																								
Land	2,124,283				72,739	85,352	100,763	104,874	94,594	84,133	73,490	62,660	51,641	37,336	18,142	0	0	0	0	0	0	0	0	0
Interest		49,820	50,692	64,902																				
Profit on Costs																								
Profit on GDV																								
Cash Flow	-2,846,881	-49,820	-812,001	-447,818	-720,750	-880,638	-234,889	587,451	597,732	608,192	618,835	629,665	817,414	1,096,814	1,381,104	1,487,611	495,870	0	0	0	0	0	0	-2,327,892
Opening Balance	0																							
Closing Balance	-2,846,881	-2,896,701	-3,708,703	-4,156,520	-4,877,270	-5,757,908	-5,992,797	-5,405,346	-4,807,614	-4,199,422	-3,580,587	-2,950,922	-2,133,508	-1,036,693	344,411	1,832,022	2,327,892	2,327,892	2,327,892	2,327,892	2,327,892	2,327,892	2,327,892	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	678,113	1,525,755	1,525,755	1,525,755	1,525,755	1,525,755	1,525,755	1,525,755	1,525,755	1,525,755	508,585	0	0	0	0	0	0	0
EXPENDITURE																								
Land	1,166,667																							
Stamp Duty	58,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	17,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	16,530	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	235,924	0	235,924	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	196,603	0	196,603	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

INCOME	Av Size m2	%	Number	Price €/m2	GDV £	GIA m2
Market Housing	78.8	70%	57	2,150	9,610,930	4,470
Shared Ownership	78.8	0%	0	1,505	0	0
Affordable Rent	78.8	30%	24	1,037	1,986,685	1,916
Social Rent	78.8	0%	0	1,183	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	0
SITE AREA	3.00 ha		27	/ha	11,597,615	6,386

Sales per Quarter	12
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	1,663,840	554,613
Alternative Use Value	75,000	25,000
Uplift	15,000	5,000
Plus /ha	250,000	250,000
Viability Threshold	840,000	280,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	910,039	204 €/m2
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DEVELOPMENT COSTS			
LAND		/unit or m2	Total
Land		20,541	83,192
Stamp Duty			1,663,840
Easements etc.			0
Legals Acquisition	1.50%		24,958
PLANNING			
Planning Fee			13,485
Architects	6.00%		367,677
QS / PM	5.00%		306,397
Planning Consultants	1.00%		61,279
Other Professional	2.00%		122,559
CONSTRUCTION			
Build Cost - BCIS Based		924	5,899,456
s106 / CIL	1.000		81,000
Contingency	2.50%		147,486
Abnormals			0
FINANCE			
Fees			10,000
Interest	7.00%		17,500
Legal and Valuation			7,500
SALES			
Agents	2.0%		231,952
Legals	0.5%		57,988
Misc.			5,000
Developers Profit			9,083,769
% of costs (before interest)	20.00%		1,816,754
% of GDV	0.00%		0

Planning fee calc			
	dwgs	rate	
Planning app fee	81		
No dwgs under 1	31	335.00	10,385
No dwgs over 50	31	100.00	3,100
Total			13,485

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			83,192

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			42,000

Post CIL s106	1,000	£/ Unit (all)	81,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started		6	12		12	12	12	12	12	3														
Market Housing								711,921	1,423,841	1,423,841	1,423,841	1,423,841	1,423,841	355,960	0	0	0	0	0	0	0	0	0	0
Shared Ownership																								
Affordable Rent								147,162	294,324	294,324	294,324	294,324	294,324	73,581	0	0	0	0	0	0	0	0	0	
Social Rent																								
Grant and Subsidy																								
INCOME	0	0	0	0	0	0	859,083	1,718,165	1,718,165	1,718,165	1,718,165	1,718,165	429,541	0	0	0	0	0	0	0	0	0	0	
EXPENDITURE																								
Stamp Duty	83,192																							
Easements etc.	0																							
Legals Acquisition	24,958																							
Planning Fee	13,485																							
Architects	183,838		183,838																					
QS	153,199		153,199																					
Planning Consultants	30,640		30,640																					
Other Professional	61,279		61,279																					
Build Cost - BCIS Base	0	145,666	436,997		728,328	873,993	873,993	873,993	873,993	655,495	364,164	72,833	0	0	0	0	0	0	0	0	0	0	0	
s106/CIL	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Contingency	0	3,642	10,925		18,208	21,850	21,850	21,850	21,850	16,387	9,104	1,821	0	0	0	0	0	0	0	0	0	0	0	
Abnormals	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	17,182	34,363	34,363	34,363	34,363	34,363	34,363	8,591	0	0	0	0	0	0	0	0	0	
Legals	0	0	0	0	0	0	4,295	8,591	8,591	8,591	8,591	8,591	8,591	2,148	0	0	0	0	0	0	0	0	0	
Misc.	0	0	5,000																					
COSTS BEFORE LAND INT AND PROFIT	568,091	0	664,263	447,922	746,536	895,843	917,320	938,797	938,797	714,837	416,222	117,608	42,954	10,739	0	0	0	0	0	0	0	0	0	
For Residual Valuation																								
Land	1,663,840				60,812	74,941	91,929	94,557	82,573	70,379	54,053	32,215	4,769	0	0	0	0	0	0	0	0	0	0	
Interest		39,059	39,742	52,062																				
Profit on Costs																								
Profit on GDV																								1,816,754
Cash Flow	-2,231,931	-39,059	-704,005	-499,984	-807,348	-970,784	-150,167	684,810	696,794	932,949	1,247,890	1,568,343	1,670,442	418,803	0	0	0	0	0	0	0	0	-1,816,754	
Opening Balance	0																							
Closing Balance	-2,231,931	-2,270,989	-2,974,995	-3,474,979	-4,282,327	-5,253,111	-5,403,278	-4,718,468	-4,021,674	-3,088,724	-1,840,834	-272,491	1,397,951	1,816,754	1,816,754	1,816,754	1,816,754	1,816,754	1,816,754	1,816,754	1,816,754	1,816,754	0	

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	859,083	1,718,165	1,718,165	1,718,165	1,718,165	1,718,165	1,718,165	429,541	0	0	0	0	0	0	0	0	0	
EXPENDITURE																								
Land	840,000																							
Stamp Duty	42,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals Acquisition	12,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Fee	13,485	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Architects	183,838	0	183,838	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
QS	153,199	0	153,199	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Consultants	30,640	0	30,640	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Other Professional	61,279	0	61,279	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Build Cost - BCIS Base	0	0	145,666	436,997	728,328	873,993	873,993	873,993	873,993	655,495	364,164	72,833	0	0	0	0	0	0	0	0	0	0	0	
POTENTIAL CIL																								
Post CIL s106			910,039		6,000	12,000	12,000	12,000	12,000	12,000	12,000	3,000	0	0	0	0	0	0	0	0	0	0	0	
Contingency	0	0	3,642	10,925	18,208	21,850	21,850	21,850	21,850	1														

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	70.6	100%	30	0	0	2,119
Shared Ownership	70.6	0%	0	0	0	0
Affordable Rent	70.6	0%	0	0	0	0
Social Rent	70.6	0%	0	0	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.42 ha		71	/ha	0	2,119

Sales per Quarter	8
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	-2,219,856	-5,285,372
Alternative Use Value	189,000	450,000
Uplift	37,800	90,000
Plus /ha	0	0
Viability Threshold	226,800	540,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	-2,495,412	-1,178 £/m2
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DEVELOPMENT COSTS			
LAND		/unit or m2	Total
Land		-73,995	-2,219,856
Stamp Duty		0	0
Easements etc.		0	0
Legals Acquisition	1.50%	-33,298	-33,298
PLANNING			
Planning Fee		10,050	10,050
Architects	6.00%	116,874	116,874
QS / PM	5.00%	97,395	97,395
Planning Consultants	1.00%	19,479	19,479
Other Professional	2.00%	38,958	38,958
282,756			
CONSTRUCTION			
Build Cost - BCIS Based		862	1,826,570
s106 / CIL	1.000	30,000	30,000
Contingency	5.00%	91,328	91,328
Abnormals		0	1,947,898
FINANCE			
Fees		10,000	10,000
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	0	0
Legals	0.5%	0	0
Misc.		5,000	5,000
0			
Developers Profit			
% of costs (before interest)	20.00%		0
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	30		10,050
No dwgs under 1	30	335.00	10,050
No dwgs over 50	0	100.00	0
Total			10,050

Stamp duty calc - Residual			
Land payment			
125,000	0%	0%	0
250,000	1%	0%	0
500,000	3%	0%	0
1,000,000	4%	0%	0
above	5%	0%	0
Total			0

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	0%	0
250,000	1%	0%	0
500,000	3%	0%	0
1,000,000	4%	0%	0
above	5%	0%	0
Total			0

Post CIL s106	1,000	£/ Unit (all)	30,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started	4				8				2															
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	-33,298	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	10,050	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	58,437	0	58,437	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	48,697	0	48,697	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	9,739	0	9,739	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	19,479	0	19,479	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	81,181	243,543	0	405,904	487,085	365,314	202,952	40,590	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	4,059	12,177	0	20,295	24,354	18,266	10,148	2,030	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	130,605	0	256,593	255,720	426,200	511,440	383,580	213,100	42,620	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	-2,219,856	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on GDV	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Cash Flow	2,089,251	0	-256,593	-255,720	-426,200	-511,440	-383,580	-213,100	-42,620	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Opening Balance	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Closing Balance	2,089,251	2,089,251	1,832,658	1,576,939	1,150,739	639,299	255,720	42,620	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	226,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	3,402	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	10,050	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	58,437	0	58,437	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	48,697	0	48,697	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	9,739	0	9,739	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	19,479	0	19,479	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	81,181	243,543	0	405,904	487,085	365,314	202,952	40,590	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106	0	0	-2,495,412	0	4,000	8,000	8,000	8,000	2,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	4,059	12,177	20,295	24,354	18,266	10,148	2,030	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0												

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	69.3	70%	17	2,050	2,386,405	1,164
Shared Ownership	69.3	0%	0	1,435	0	0
Affordable Rent	69.3	30%	7	1,037	517,359	499
Social Rent	69.3	0%	0	1,128	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.40 ha		60	/ha	2,903,764	1,663

Sales per Quarter	4
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	188,641	471,602
Alternative Use Value	180,000	450,000
Uplift	36,000	90,000
Plus /ha	0	0
Viability Threshold	216,000	540,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	-27,195	-23 £/m2
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DEVELOPMENT COSTS			
LAND		/unit or m2	Total
Land		7,860	
Stamp Duty			1,886
Easements etc.			0
Legals Acquisition	1.50%	2,830	4,716
PLANNING			
Planning Fee		8,040	
Architects	6.00%	105,182	
QS / PM	5.00%	87,652	
Planning Consultants	1.00%	17,530	
Other Professional	2.00%	35,061	253,465
CONSTRUCTION			
Build Cost - BCIS Based		933	1,551,465
s106 / CIL	1.000	24,000	
Contingency	5.00%	77,573	
Abnormals		100,000	1,753,038
FINANCE			
Fees		10,000	
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	58,075	
Legals	0.5%	14,519	
Misc.		5,000	77,594
Developers Profit			2,294,954
% of costs (before interest)	20.00%		458,991
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	24		8,040
No dwgs under 1	24	335.00	8,040
No dwgs over 50	0	100.00	0
Total			8,040

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	1%	
Total			1,886

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	1%	
Total			2,160

Post CIL s106	1,000	£/ Unit (all)	24,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			2	4	4	4	4	4	2															
Market Housing			0	0	0	0	198,867	397,734	397,734	397,734	397,734	397,734	198,867	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	43,113	86,227	86,227	86,227	86,227	86,227	43,113	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	241,980	483,961	483,961	483,961	483,961	483,961	241,980	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	1,886																							
Easements etc.	0																							
Legals Acquisition	2,830																							
Planning Fee	8,040																							
Architects	52,591			52,591																				
QS	43,826			43,826																				
Planning Consultants	8,765			8,765																				
Other Professional	17,530			17,530																				
Build Cost - BCIS Base	0		43,096	129,289	215,481	258,578	258,578	258,578	215,481	129,289	43,096	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL			24,000																					
Contingency	0		2,155	6,464	10,774	12,929	12,929	12,929	10,774	6,464	2,155	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0		2,778	8,333	13,889	16,667	16,667	16,667	13,889	8,333	2,778	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	4,840	9,679	9,679	9,679	9,679	9,679	4,840	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,210	2,420	2,420	2,420	2,420	2,420	1,210	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	152,969	0	199,742	144,087	240,144	288,173	294,223	300,272	252,243	156,186	60,128	12,099	6,050	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	188,641																							
Interest		5,978	6,083	9,685	12,376	16,795	22,132	23,433	20,629	16,935	11,495	4,279	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								458,991
Cash Flow	-341,609	-5,978	-205,824	-153,771	-252,520	-304,968	-74,374	160,255	211,089	310,840	412,338	467,583	235,931	0	0	0	0	0	0	0	0	0	0	-458,991
Opening Balance	0																							
Closing Balance	-341,609	-347,588	-553,412	-707,183	-959,703	-1,264,671	-1,339,045	-1,178,789	-967,701	-656,860	-244,523	223,060	458,991	458,991	458,991	458,991	458,991	458,991	458,991	458,991	458,991	458,991	458,991	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	241,980	483,961	483,961	483,961	483,961	483,961	241,980	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	216,000																							
Stamp Duty	2,160	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	3,240	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	8,040	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	52,591	0	0	52,591	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	43,826	0	0	43,826	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	8,765	0	0	8,765	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	17,530	0	0	17,530	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	43,096	129,289	215,481	258,578	258,578	258,578	215,481	129,289	43,096	0	0	0	0	0	0	0	0	0	0	0	0	0

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	84.6	100%	5	1,850	782,550	423
Shared Ownership	84.6	0%	0	1,295	0	0
Affordable Rent	84.6	0%	0	1,037	0	0
Social Rent	84.6	0%	0	1,018	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.12 ha		42	/ha	782,550	423

Sales per Quarter	2
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	86,078	717,317
Alternative Use Value	54,000	450,000
Uplift	10,800	90,000
Plus /ha	0	0
Viability Threshold	64,800	540,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	22,472	53 £/m2
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DEVELOPMENT COSTS			
LAND		/unit or m2	Total
Land		17,216	86,078
Stamp Duty			0
Easements etc.			0
Legals Acquisition	1.50%	1,291	1,291
PLANNING			
Planning Fee			1,675
Architects	6.00%	25,549	25,549
QS / PM	5.00%	21,291	21,291
Planning Consultants	1.00%	4,258	4,258
Other Professional	2.00%	8,516	61,290
CONSTRUCTION			
Build Cost - BCIS Based		891	376,971
s106 / CIL	1.000	5,000	5,000
Contingency	5.00%	18,849	18,849
Abnormals		25,000	425,820
FINANCE			
Fees			10,000
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	15,651	15,651
Legals	0.5%	3,913	3,913
Misc.		5,000	24,564
Total			616,542

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	5		1,675
No dwgs under 1	5	335.00	1,675
No dwgs over 5k	0	100.00	0
Total			1,675

Stamp duty calc - Residual			
Land payment			
125,000	0%	0%	0
250,000	1%	0%	0
500,000	3%	0%	0
1,000,000	4%	0%	0
above	5%	0%	0
Total			0

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	0%	0
250,000	1%	0%	0
500,000	3%	0%	0
1,000,000	4%	0%	0
above	5%	0%	0
Total			0

Developers Profit				
% of costs (before interest)	20.00%			123,308
% of GDV	0.00%			0

Post CIL s106	1,000	£/ Unit (all)	5,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			1	2	2																			
Market Housing	0	0	0	0	0	0	156,510	313,020	313,020	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	156,510	313,020	313,020	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,291	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	1,675	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	12,775	0	12,775	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	10,645	0	10,645	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	2,129	0	2,129	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	4,258	0	4,258	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	25,131	75,394	125,657	100,526	50,263	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0	0	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Contingency	0	0	1,257	3,770	6,283	5,026	2,513	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	1,667	5,000	8,333	6,667	3,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	3,130	6,260	6,260	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	783	1,565	1,565	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	50,274	0	67,862	84,164	140,273	112,219	60,022	7,826	7,826	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land			86,078																					
Interest		2,386	2,428	3,658	5,195	7,741	9,840	8,324	3,128	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								123,308
Cash Flow	-136,352	-2,386	-70,290	-87,822	-145,468	-119,959	86,648	296,871	302,066	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-123,308
Opening Balance	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Closing Balance	-136,352	-138,738	-209,028	-296,850	-442,318	-562,277	-475,629	-178,758	123,308	123,308	123,308	123,308	123,308	123,308	123,308	123,308	123,308	123,308	123,308	123,308	123,308	123,308	123,308	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	156,510	313,020	313,020	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	64,800																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	972	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	1,675	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	12,775	0	12,775	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	10,645	0	10,645	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	2,129	0	2,129	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	83.5	100%	4	2,150	718,100	334
Shared Ownership	83.5	0%	0	1,505	0	0
Affordable Rent	83.5	0%	0	1,037	0	0
Social Rent	83.5	0%	0	1,183	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.10 ha		40	£/ha	718,100	334

Sales per Quarter	2
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	177,480	1,774,798
Alternative Use Value	75,000	750,000
Uplift	15,000	150,000
Plus /ha	0	0
Viability Threshold	90,000	900,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	92,521	277 £/m2
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DEVELOPMENT COSTS			
	/unit or m2	Total	
LAND			
Land	44,370	1,775	177,480
Stamp Duty		0	
Easements etc.		0	
Legals Acquisition	1.50%	2,662	4,437
PLANNING			
Planning Fee		1,340	
Architects	6.00%	17,750	
QS / PM	5.00%	14,792	
Planning Consultants	1.00%	2,958	
Other Professional	2.00%	5,917	42,756
CONSTRUCTION			
Build Cost - BCIS Based	852	284,714	
s106 / CIL	1,000	4,000	
Contingency	2.50%	7,118	
Abnormals		0	295,832
FINANCE			
Fees		10,000	
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	14,362	
Legals	0.5%	3,591	560,958
Misc.		5,000	22,953
Developers Profit			
% of costs (before interest)	20.00%		112,192
% of GDV	0.00%		0

Planning fee calc			
	dwgs	rate	
Planning app fee	4		
No dwgs	4	335.00	1,340
No dwgs under 1	0	100.00	0
No dwgs over 5k	0		
Total			1,340

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	1%	
Total			1,775

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	1%	
Total			900

Post CIL s106	1,000	£/ Unit (all)	4,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			1	2	1																			
Market Housing			0	0	0	0	179,525	359,050	179,525	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	179,525	359,050	179,525	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	1,775																							
Easements etc.	0																							
Legals Acquisition	2,662																							
Planning Fee	1,340																							
Architects	8,875		8,875																					
QS	7,396		7,396																					
Planning Consultants	1,479		1,479																					
Other Professional	2,958		2,958																					
Build Cost - BCIS Base		0	23,726	71,179	94,905	71,179	23,726	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL			4,000				4,000																	
Contingency		0	593	1,779	2,373	1,779	593	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	3,591	7,181	3,591	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	898	1,795	898	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	43,985	0	54,028	72,958	97,277	72,958	28,807	8,976	4,488	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land			177,480																					
Interest		3,876	3,943	4,958	6,321	8,134	9,554	7,083	1,081	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								112,192
Cash Flow	-221,465	-3,876	-57,971	-77,916	-103,599	-81,092	141,164	342,991	173,956	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-112,192
Opening Balance	0																							
Closing Balance	-221,465	-225,341	-283,312	-361,228	-464,826	-545,919	-404,755	-61,764	112,192	112,192	112,192	112,192	112,192	112,192	112,192	112,192	112,192	112,192	112,192	112,192	112,192	112,192	112,192	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	179,525	359,050	179,525	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	90,000																							
Stamp Duty	900	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,350	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	1,340	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	8,875	0	8,875	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	7,396	0	7,396	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	1,479	0	1,479	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	2,958	0	2,958	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	23,726	71,179	94,905	71,179	23,726	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106			92,521				2,000	1,000																
Contingency	0	0	593	1,779	2,373	1,779	593																	

Redditch
Results

		Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16
		0	SUE 2	Greenfield 1	Greenfield 2	Greenfield 3	0	0	0	Medium Brownfield	Medium greenfield	Urban edge	Town centre flats	Ex garage site	Town Village Infill	Small Town Scheme	Village House
Gross Site Area	ha		13.33	6.25	4.17	3.00				0.40	0.57	0.30	0.20	0.12	0.10	0.10	0.10
Net Site Area	ha		8.00	3.75	2.50	1.80				0.40	0.57	0.30	0.20	0.12	0.10	0.10	0.10
Units			250.00	133.00	88.00	81.00				24.00	24.00	12.00	10.00	5.00	4.00	3.00	1.00
Mix	Market		70.00%	70.00%	70.00%	70.00%				70.00%	70.00%	70.00%	70.00%	100.00%	100.00%	100.00%	100.00%
	Intermediate to Buy		0.00%	0.00%	0.00%	0.00%				0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Affordable Rent		30.00%	30.00%	30.00%	30.00%				30.00%	30.00%	30.00%	30.00%	0.00%	0.00%	0.00%	0.00%
	Social Rent		0.00%	0.00%	0.00%	0.00%				0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Alternative Land Val	£/ha		25,000	25,000	25,000	25,000				450,000	25,000	50,000	450,000	450,000	750,000	50,000	50,000
	£ site		333,333	156,250	104,167	75,000				180,000	14,250	15,000	90,000	54,000	75,000	5,000	5,000
Uplift	£/ha		255,000	255,000	255,000	255,000				90,000	255,000	260,000	90,000	90,000	150,000	260,000	260,000
	£ site		3,400,000	1,593,750	1,062,500	765,000				36,000	145,350	78,000	18,000	10,800	15,000	26,000	26,000
Viability Threshold	£/ha		280,000	280,000	280,000	280,000				540,000	280,000	310,000	540,000	540,000	900,000	310,000	310,000
	£ site		3,733,333	1,750,000	1,166,667	840,000				216,000	159,600	93,000	108,000	64,800	90,000	31,000	31,000
Residual Value	£/ha		197,776	363,416	509,828	554,613				471,602	1,004,610	625,518	-196,403	717,317	1,774,798	1,912,316	1,007,730
	£ site		2,637,007	2,271,350	2,124,283	1,663,840				188,641	572,628	187,655	-39,281	86,078	177,480	191,232	100,773
Additional Profit	£/ha		-88,110	94,306	254,243	303,346				-67,987	789,783	335,707	-767,593	187,264	925,208	1,692,520	729,556
	£ site		-1,174,804	589,411	1,059,348	910,039				-27,195	450,176	100,712	-153,519	22,472	92,521	169,252	72,956
	£/Unit		-4,699	4,432	12,038	11,235				-1,133	18,757	8,393	-15,352	4,494	23,130	56,417	72,956
	£/m2		-81	68	181	204				-23	296	138	-273	53	277	613	657

HDH Planning and Development

Worcestershire CIL Viability Study

Jointly commissioned by Bromsgrove, Malvern Hills, Redditch, Worcester, Wychavon and Wyre Forest Councils

Draft assumptions, appraisals and findings

Worcester Affordable Targets

Private and Confidential.

Worcester
Inputs

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	
Site Area - GROSS	ha		14.17	13.33	6.25	4.17	3.00	1.40	0.60	0.42	0.40	0.57	0.30	0.20	0.12	0.10	0.10	0.10	
Units			314.00	250.00	133.00	88.00	81.00	70.00	60.00	30.00	24.00	24.00	12.00	10.00	5.00	4.00	3.00	1.00	
Average Unit Size	m2		81.92	82.92	92.49	95.18	78.84	78.84	76.43	70.63	69.29	90.46	86.75	80.40	84.60	83.50	92.00	111.00	
Mix	Intermediate to Buy		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
	Affordable Rent		0.00%	0.00%	0.00%	40.00%	40.00%	40.00%	40.00%	40.00%	40.00%	40.00%	30.00%	20.00%	20.00%	0.00%	0.00%	0.00%	
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
Price	Market	£/m2	0	0	0	2,150	2,075	1,850	2,300	2,150	2,100	2,225	2,400	2,450	1,750	2,025	0	0	
	Intermediate to Buy	£/m2	0	0	0	1,505	1,453	1,295	1,610	1,505	1,470	1,558	1,680	1,715	1,225	1,418	0	0	
	Affordable Rent	£/m2	0	0	0	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	0	0
	Social Rent	£/m2	0	0	0	1,183	1,141	1,018	1,265	1,183	1,155	1,224	1,320	1,348	963	1,114	0	0	
Grant and Subsidy	Intermediate to Buy	£/unit																	
	Affordable Rent	£/unit																	
	Social Rent	£/unit																	
Sales per Quarter			20	20	9	9	12	8	12	8	4	6	2	5	2	2	2	1	
Unit Build Time			3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	
Alternative Use Value	£/ha		25,000	25,000	25,000	25,000	25,000	350,000	350,000	350,000	350,000	25,000	50,000	350,000	350,000	750,000	50,000	50,000	
Up Lift %	%		20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	
Additional Uplift	£/ha		250,000	250,000	250,000	250,000	250,000	0	0	0	0	250,000	250,000	0	0	0	250,000	250,000	
Easements etc	£		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals Acquisition	% land		1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	
Planning Fee	<50	£/unit	335	335	335	335	335	335	335	335	335	335	335	335	335	335	335	335	
	>50	£/unit	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
Architects	%		6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	
QS / PM	%		5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	
Planning Consultants	%		1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	
Other Professional	%		2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	
Build Cost - BCIS Based	£/m2		924	925	911	906	895	953	1,298	862	933	875	927	993	891	852	990	968	
Pre CIL s106	£/Unit		1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	
Post CIL s106	£/Unit		1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	
Contingency	%		2.5%	2.5%	2.5%	2.5%	2.5%	5.0%	5.0%	5.0%	5.0%	2.5%	2.5%	5.0%	5.0%	2.5%	2.5%	2.5%	
Abnormals	%		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	£/site		1,000,000	750,000	0	0	0	200,000	0	0	100,000	0	0	0	25,000	0	0	0	
FINANCE	Fees	£	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	
	Interest	%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	
	Legal and Valuation	£	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	
SALES	Agents	%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	
	Legals	%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	
	Misc.	£	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	
Developers Profit	% of costs (before interest)		20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	
	% of GDV		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	

Worcester
Site 5

INCOME	Av Size m2	%	Number 81.00	Price £/m2	GDV £	GIA m2
Market Housing	78.8	60%	49	2,075	7,950,570	3,832
Shared Ownership	78.8	0%	0	1,453	0	0
Affordable Rent	78.8	40%	32	1,120	2,860,928	2,554
Social Rent	78.8	0%	0	1,141	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	0
SITE AREA	3.00 ha		27	/ha	10,811,498	6,386

Sales per Quarter	12
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	1,139,549	379,850
Alternative Use Value	75,000	25,000
Uplift	15,000	5,000
Plus /ha	250,000	250,000
Viability Threshold	840,000	280,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	334,793	87 £/m2
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DEVELOPMENT COSTS			
LAND		/unit or m2	Total
Land		14,069	1,139,549
Stamp Duty			56,977
Easements etc.			0
Legals Acquisition	1.50%		17,093
PLANNING			
Planning Fee			13,485
Architects	6.00%		367,677
QS / PM	5.00%		306,397
Planning Consultants	1.00%		61,279
Other Professional	2.00%		122,559
CONSTRUCTION			
Build Cost - BCIS Based		924	5,899,456
s106 / CIL	1.000		81,000
Contingency	2.50%		147,486
Abnormals			0
FINANCE			
Fees			10,000
Interest	7.00%		17,500
Legal and Valuation			7,500
SALES			
Agents	2.0%		216,230
Legals	0.5%		54,057
Misc.			5,000
Developers Profit			8,505,746
% of costs (before interest)	20.00%		1,701,149
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	81		
No dwgs under 1	31	335.00	10,385
No dwgs over 50	31	100.00	3,100
Total			13,485

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			56,977

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			42,000

Post CIL s106	1,000	£/ Unit (all)	81,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started		6	12		12	12	12	12	12	3														
Market Housing		0	0	0	0	0	588,931	1,177,862	1,177,862	1,177,862	1,177,862	1,177,862	1,177,862	294,466	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	211,921	423,841	423,841	423,841	423,841	423,841	423,841	105,960	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	800,852	1,601,703	1,601,703	1,601,703	1,601,703	1,601,703	1,601,703	400,426	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	56,977																							
Easements etc.	0																							
Legals Acquisition	17,093																							
Planning Fee	13,485																							
Architects	183,838		183,838																					
QS	153,199		153,199																					
Planning Consultants	30,640		30,640																					
Other Professional	61,279		61,279																					
Build Cost - BCIS Base	0	145,666	436,997		728,328	873,993	873,993	873,993	873,993	655,495	364,164	72,833	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0	81,000			18,208	21,850	21,850	21,850	21,850	16,387	9,104	1,821	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	3,642	10,925		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	16,017	32,034	32,034	32,034	32,034	32,034	32,034	8,009	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	4,004	8,009	8,009	8,009	8,009	8,009	8,009	2,002	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000																					
COSTS BEFORE LAND INT AND PROFIT	534,012	0	664,263	447,922	746,536	895,843	915,865	935,886	935,886	711,925	413,311	114,696	40,043	10,011	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	1,139,549				50,519	64,467	81,273	84,708	74,538	64,191	49,743	29,817	4,316	0	0	0	0	0	0	0	0	0	0	0
Interest		29,287	29,800	41,946																				
Profit on Costs																								
Profit on GDV																								1,701,149
Cash Flow	-1,673,560	-29,287	-694,063	-489,868	-797,055	-960,310	-196,285	581,110	591,279	825,588	1,138,650	1,457,191	1,557,345	390,415	0	0	0	0	0	0	0	0	0	-1,701,149
Opening Balance	0																							
Closing Balance	-1,673,560	-1,702,848	-2,396,911	-2,886,778	-3,683,833	-4,644,143	-4,840,429	-4,259,319	-3,668,039	-2,842,452	-1,703,802	-246,611	1,310,734	1,701,149	1,701,149	1,701,149	1,701,149	1,701,149	1,701,149	1,701,149	1,701,149	1,701,149	1,701,149	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	800,852	1,601,703	1,601,703	1,601,703	1,601,703	1,601,703	1,601,703	400,426	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	840,000																							
Stamp Duty	42,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	12,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	13,485	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	183,838	0	183,838	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	153,199	0	153,199	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	30,640	0	30,640	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	61,279	0	61,279	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	145,																					

Worcester
Site 7

INCOME	Av Size m2	%	Number 60.00	Price £/m2	GDV £	GIA m2
Market Housing	76.4	60%	36	2,300	6,328,680	2,752
Shared Ownership	76.4	0%	0	1,610	0	0
Affordable Rent	76.4	40%	24	1,120	2,054,528	1,834
Social Rent	76.4	0%	0	1,265	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.60 ha		100	/ha	8,383,208	4,586

Sales per Quarter	12
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	-697,880	-1,163,134
Alternative Use Value	210,000	350,000
Uplift	42,000	70,000
Plus /ha	0	0
Viability Threshold	252,000	420,000

Additional Profit	-981,938	-357 £/m2
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RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			
LAND		/unit or m2	Total
Land		-11,631	-697,880
Stamp Duty			0
Easements etc.			0
Legals Acquisition	1.50%	-10,468	-10,468
PLANNING			
Planning Fee		4,350	4,350
Architects	6.00%	378,616	378,616
QS / PM	5.00%	315,513	315,513
Planning Consultants	1.00%	63,103	63,103
Other Professional	2.00%	126,205	126,205
			887,786
CONSTRUCTION			
Build Cost - BCIS Based	1,298	5,952,628	5,952,628
s106 / CIL	1,000	60,000	60,000
Contingency	5.00%	297,631	297,631
Abnormals		0	0
			6,310,259
FINANCE			
Fees		10,000	10,000
Interest	7.00%	7,500	7,500
Legal and Valuation			
SALES			
Agents	2.0%	167,664	167,664
Legals	0.5%	41,916	41,916
Misc.		5,000	5,000
			214,580
			6,721,777
Developers Profit			
% of costs (before interest)	20.00%		1,344,355
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	60		
No dwgs under 1	10	335.00	3,350
No dwgs over 50	10	100.00	1,000
		Total	4,350

Stamp duty calc - Residual			
Land payment			
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Post CIL s106	1,000	£/ Unit (all)	60,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			6	12	12	12	12	6																
Market Housing			0	0	0	0	632,868	1,265,736	1,265,736	1,265,736	1,265,736	632,868	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	205,453	410,906	410,906	410,906	410,906	205,453	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	838,321	1,676,642	1,676,642	1,676,642	1,676,642	838,321	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-10,468																							
Planning Fee	4,350																							
Architects	189,308		189,308																					
QS	157,756		157,756																					
Planning Consultants	31,551		31,551																					
Other Professional	63,103		63,103																					
Build Cost - BCIS Base	0	198,421	595,263		992,105	1,190,526	1,190,526	992,105	595,263	198,421	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0	60,000			0	0			0	0			0	0			0	0			0	0		
Contingency	0	9,921	29,763		49,605	59,526	59,526	49,605	29,763	9,921	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	16,766	33,533	33,533	33,533	33,533	16,766	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	4,192	8,383	8,383	8,383	8,383	4,192	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000																					
COSTS BEFORE LAND INT AND PROFIT	453,100	0	715,060	625,026	1,041,710	1,250,052	1,271,010	1,083,626	666,942	250,258	41,916	20,958	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land																								
Interest																								
Profit on Costs																								
Profit on GDV																								1,344,355
Cash Flow	244,780	0	-715,060	-632,256	-1,061,022	-1,287,932	-993,108	523,968	949,821	1,383,127	1,615,674	817,363	0	0	0	0	0	0	0	0	0	0	0	-1,344,355
Opening Balance	0																							
Closing Balance	244,780	244,780	-470,280	-1,103,536	-2,164,557	-3,452,489	-3,945,597	-3,421,629	-2,471,808	-1,088,681	526,993	1,344,355	1,344,355	1,344,355	1,344,355	1,344,355	1,344,355	1,344,355	1,344,355	1,344,355	1,344,355	1,344,355	1,344,355	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	838,321	1,676,642	1,676,642	1,676,642	1,676,642	838,321	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	252,000																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	3,780	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	4,350	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	189,308	0	189,308	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	157,756	0	157,756	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	31,551	0	31,551	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	63,103	0	63,103	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	198,421	595,263	992,105	1,190,526	1,190,526	992,105	595,263	198,421	0	0	0	0	0	0	0	0	0	0	0	0		

Worcester
Site 8

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	70.6	60%	18	2,150	2,733,510	1,271
Shared Ownership	70.6	0%	0	1,505	0	0
Affordable Rent	70.6	40%	12	1,120	949,312	848
Social Rent	70.6	0%	0	1,183	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.42 ha		71	/ha	3,682,822	2,119

Sales per Quarter	8
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	520,451	1,239,168
Alternative Use Value	147,000	350,000
Uplift	29,400	70,000
Plus /ha	0	0
Viability Threshold	176,400	420,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	375,509	295 £/m2
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DEVELOPMENT COSTS			
LAND	/unit or m2	Total	
Land	17,348		520,451
Stamp Duty		20,818	
Easements etc.		0	
Legals Acquisition	1.50%	7,807	28,625
PLANNING			
Planning Fee		10,050	
Architects	6.00%	116,874	
QS / PM	5.00%	97,395	
Planning Consultants	1.00%	19,479	
Other Professional	2.00%	38,958	282,756
CONSTRUCTION			
Build Cost - BCIS Based	862	1,826,570	
s106 / CIL	1,000	30,000	
Contingency	5.00%	91,328	
Abnormals		0	1,947,898
FINANCE			
Fees		10,000	
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	73,656	
Legals	0.5%	18,414	
Misc.		5,000	97,071
Developers Profit			2,894,300
% of costs (before interest)	20.00%		578,860
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	30		10,050
No dwgs under 1	30	335.00	0
No dwgs over 50	0	100.00	0
Total			10,050

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	0%	
above	5%	4%	
Total			20,818

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	0%	
above	5%	4%	
Total			7,056

Post CIL s106	1,000	£/ Unit (all)	30,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			4	8	8	8	2																	
Market Housing			0	0	0	0	364,468	728,936	728,936	728,936	182,234	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	126,575	253,150	253,150	253,150	63,287	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	491,043	982,086	982,086	982,086	245,521	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	20,818																							
Easements etc.	0																							
Legals Acquisition	7,807																							
Planning Fee	10,050																							
Architects	58,437		58,437																					
QS	48,697		48,697																					
Planning Consultants	9,739		9,739																					
Other Professional	19,479		19,479																					
Build Cost - BCIS Base	0	81,181	243,543		405,904	487,085	365,314	202,952	40,590	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL																								
Contingency	0	4,059	12,177		20,295	24,354	18,266	10,148	2,030	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	9,821	19,642	19,642	19,642	4,910	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,455	4,910	4,910	4,910	1,228	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	192,528	0	256,593	255,720	426,200	511,440	395,856	237,652	67,172	24,552	6,138	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land			520,451																					
Interest		12,477	12,695	17,408	22,188	30,035	39,510	38,536	26,183	10,630	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								578,860
Cash Flow	-712,978	-12,477	-269,288	-273,128	-448,387	-541,474	55,677	705,898	888,731	946,904	239,383	0	0	0	0	0	0	0	0	0	0	0	0	-578,860
Opening Balance	0																							
Closing Balance	-712,978	-725,455	-994,744	-1,267,872	-1,716,259	-2,257,733	-2,202,056	-1,496,158	-607,427	339,477	578,860	578,860	578,860	578,860	578,860	578,860	578,860	578,860	578,860	578,860	578,860	578,860	578,860	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	491,043	982,086	982,086	982,086	245,521	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	176,400																							
Stamp Duty	7,056	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	2,646	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	10,050	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	58,437	0	58,437	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	48,697	0	48,697	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	9,739	0	9,739	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	19,479	0	19,479	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	81,181	243,543	405,904	487,085	365,314	202,952	40,590	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106			81,181		4,000	8,000	8,000	8,000	2,000															

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	69.3	60%	14	2,100	2,095,380	998
Shared Ownership	69.3	0%	0	1,470	0	0
Affordable Rent	69.3	40%	10	1,120	745,024	665
Social Rent	69.3	0%	0	1,155	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.40 ha		60	/ha	2,840,404	1,663

Sales per Quarter	4
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	144,532	361,330
Alternative Use Value	140,000	350,000
Uplift	28,000	70,000
Plus /ha	0	0
Viability Threshold	168,000	420,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit -23,086 -23 £/m2

DEVELOPMENT COSTS			
LAND		/unit or m2	Total
Land		6,022	144,532
Stamp Duty			1,445
Easements etc.			0
Legals Acquisition	1.50%	2,168	3,613
PLANNING			
Planning Fee			8,040
Architects	6.00%	105,182	
QS / PM	5.00%	87,652	
Planning Consultants	1.00%	17,530	
Other Professional	2.00%	35,061	253,465
CONSTRUCTION			
Build Cost - BCIS Based		933	1,551,465
s106 / CIL	1.000	24,000	
Contingency	5.00%	77,573	
Abnormals		100,000	1,753,038
FINANCE			
Fees			10,000
Interest	7.00%		
Legal and Valuation		7,500	17,500
SALES			
Agents	2.0%	56,808	
Legals	0.5%	14,202	
Misc.		5,000	76,010
Developers Profit			2,248,159
% of costs (before interest)	20.00%		449,632
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	24		8,040
No dwgs under 1	24	335.00	8,040
No dwgs over 50	0	100.00	0
Total			8,040

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	1%	
Total			1,445

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	1%	
Total			1,680

Post CIL s106	1,000	£/ Unit (all)	24,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started		2	4	4	4	4	4	4	2															
Market Housing		0	0	0	0	0	174,615	349,230	349,230	349,230	349,230	349,230	174,615	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	62,085	124,171	124,171	124,171	124,171	124,171	62,085	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	236,700	473,401	473,401	473,401	473,401	473,401	236,700	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	1,445																							
Easements etc.	0																							
Legals Acquisition	2,168																							
Planning Fee	8,040																							
Architects	52,591		52,591																					
QS	43,826		43,826																					
Planning Consultants	8,765		8,765																					
Other Professional	17,530		17,530																					
Build Cost - BCIS Base	0	43,096	129,289		215,481	258,578	258,578	258,578	215,481	129,289	43,096	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		24,000																						
Contingency	0	2,155	6,464		10,774	12,929	12,929	12,929	10,774	6,464	2,155	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	2,778	8,333		13,889	16,667	16,667	16,667	13,889	8,333	2,778	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	4,734	9,468	9,468	9,468	9,468	9,468	4,734	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,184	2,367	2,367	2,367	2,367	2,367	1,184	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	151,866	0	199,742	144,087	240,144	288,173	294,091	300,008	251,979	155,922	59,864	11,835	5,918	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	144,532																							
Interest		5,187	5,278	8,866	11,542	15,947	21,269	22,645	20,007	16,483	11,215	4,174	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								449,632
Cash Flow	-296,398	-5,187	-205,019	-152,952	-251,686	-304,120	-78,659	150,747	201,414	300,997	402,322	457,391	230,783	0	0	0	0	0	0	0	0	0	0	-449,632
Opening Balance	0																							
Closing Balance	-296,398	-301,585	-506,604	-659,556	-911,243	-1,215,363	-1,294,022	-1,143,275	-941,860	-640,864	-238,542	218,849	449,632	449,632	449,632	449,632	449,632	449,632	449,632	449,632	449,632	449,632	449,632	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	236,700	473,401	473,401	473,401	473,401	473,401	236,700	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	168,000																							
Stamp Duty	1,680	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	2,520	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	8,040	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	52,591	0	52,591	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	43,826	0	43,826	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	8,765	0	8,765	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	17,530	0	17,530	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	43,096	129,289	215,481	258,578	258,578	258,578	215,481	129,289	43,096	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-23,086																					

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	90.5	60%	14	2,225	2,898,285	1,303
Shared Ownership	90.5	0%	0	1,558	0	0
Affordable Rent	90.5	40%	10	1,120	972,608	868
Social Rent	90.5	0%	0	1,224	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.57 ha		42	/ha	3,870,893	2,171

Sales per Quarter	6
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	627,506	1,100,887
Alternative Use Value	14,250	25,000
Uplift	2,850	5,000
Plus /ha	250,000	250,000
Viability Threshold	159,600	280,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	509,809	381	£/m2
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DEVELOPMENT COSTS			
LAND		/unit or m2	Total
Land		26,146	627,506
Stamp Duty			25,100
Easements etc.			0
Legals Acquisition	1.50%	9,413	34,513
PLANNING			
Planning Fee			8,040
Architects	6.00%	118,291	
QS / PM	5.00%	98,575	
Planning Consultants	1.00%	19,715	
Other Professional	2.00%	39,430	284,051
CONSTRUCTION			
Build Cost - BCIS Based	875	1,900,008	
s106 / CIL	1,000	24,000	
Contingency	2.50%	47,500	
Abnormals		0	1,971,508
FINANCE			
Fees			10,000
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	77,418	
Legals	0.5%	19,354	
Misc.		5,000	101,772
Developers Profit			3,036,850
% of costs (before interest)	20.00%		607,370
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	24		8,040
No dwgs under 1	24	335.00	0
No dwgs over 5k	0	100.00	0
Total			8,040

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	0%	
above	5%	4%	
Total			25,100

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	0%	
above	5%	4%	
Total			6,384

Post CIL s106	1,000	£/ Unit (all)	24,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			3	6	6	6	3																	
Market Housing			0	0	0	0	362,286	724,571	724,571	724,571	362,286	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	121,576	243,152	243,152	243,152	121,576	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	483,862	967,723	967,723	967,723	483,862	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	25,100																							
Easements etc.	0																							
Legals Acquisition	9,413																							
Planning Fee	8,040																							
Architects	59,145		59,145																					
QS	49,288		49,288																					
Planning Consultants	9,858		9,858																					
Other Professional	19,715		19,715																					
Build Cost - BCIS Base	0	79,167	237,501		395,835	475,002	395,835	237,501	79,167	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL																								
Contingency	0	1,979	5,938		9,896	11,875	9,896	5,938	1,979	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	9,677	19,354	19,354	19,354	9,677	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,419	4,839	4,839	4,839	2,419	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000																					
COSTS BEFORE LAND INT AND PROFIT	198,058	0	248,152	243,439	405,731	486,877	417,827	267,632	105,339	24,193	12,097	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	627,506				23,898	31,417	40,487	40,040	28,489	13,896	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest		14,447	14,700	19,300																				
Profit on Costs																								
Profit on GDV																								607,370
Cash Flow	-825,564	-14,447	-262,852	-262,739	-429,629	-518,294	25,547	660,052	833,895	929,635	471,765	0	0	0	0	0	0	0	0	0	0	0	0	-607,370
Opening Balance	0																							
Closing Balance	-825,564	-840,011	-1,102,863	-1,365,602	-1,795,231	-2,313,525	-2,287,977	-1,627,925	-794,030	135,605	607,370	607,370	607,370	607,370	607,370	607,370	607,370	607,370	607,370	607,370	607,370	607,370	607,370	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	483,862	967,723	967,723	967,723	483,862	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	159,600																							
Stamp Duty	6,384	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	2,394	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	8,040	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	59,145	0	59,145	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	49,288	0	49,288	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	9,858	0	9,858	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	19,715	0	19,715	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	79,167	237,501	395,835	475,002	395,835	237,501	79,167	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106			509,809		3,000	6,000	6,000	6,000	3,000	0	0	0	0	0	0	0	0	0</						

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	86.8	70%	8	2,400	1,748,880	729
Shared Ownership	86.8	0%	0	1,680	0	0
Affordable Rent	86.8	30%	4	1,120	349,776	312
Social Rent	86.8	0%	0	1,320	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.30 ha		40	/ha	2,098,656	1,041

Sales per Quarter	2
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	402,381	1,341,269
Alternative Use Value	15,000	50,000
Uplift	3,000	10,000
Plus /ha	250,000	250,000
Viability Threshold	93,000	310,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	333,815	458 £/m2
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DEVELOPMENT COSTS			
LAND	/unit or m2	Total	
Land	33,532	12,071	402,381
Stamp Duty		0	
Easements etc.		0	
Legals Acquisition	1.50%	6,036	18,107
PLANNING			
Planning Fee		4,020	
Architects	6.00%	60,043	
QS / PM	5.00%	50,036	
Planning Consultants	1.00%	10,007	
Other Professional	2.00%	20,014	144,120
CONSTRUCTION			
Build Cost - BCIS Based	927	964,597	
s106 / CIL	1,000	12,000	
Contingency	2.50%	24,115	
Abnormals		0	1,000,712
FINANCE			
Fees		10,000	
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	41,973	
Legals	0.5%	10,493	1,640,286
Misc.		5,000	
Developers Profit			
% of costs (before interest)	20.00%		328,057
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	12		4,020
No dwgs under 1	12	335.00	0
No dwgs over 5k	0	100.00	0
Total			4,020

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
Total			12,071

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
Total			2,790

Post CIL s106	1,000	£/ Unit (all)	12,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started		2	2	2	2	2	2	2																
Market Housing		0	0	0	0	0	291,480	291,480	291,480	291,480	291,480	291,480	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	58,296	58,296	58,296	58,296	58,296	58,296	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	349,776	349,776	349,776	349,776	349,776	349,776	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	12,071																							
Easements etc.	0																							
Legals Acquisition	6,036																							
Planning Fee	4,020																							
Architects	30,021		30,021																					
QS	25,018		25,018																					
Planning Consultants	5,004		5,004																					
Other Professional	10,007		10,007																					
Build Cost - BCIS Base	0	53,589	107,177		160,766	160,766	160,766	160,766	107,177	53,589	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL																								
Contingency	0	1,340	2,679		4,019	4,019	4,019	4,019	2,679	1,340	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	6,996	6,996	6,996	6,996	6,996	6,996	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,749	1,749	1,749	1,749	1,749	1,749	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	109,677	0	141,978	109,857	164,785	164,785	173,530	173,530	118,601	63,673	8,744	8,744	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	402,381				13,890	17,017	20,199	17,468	14,689	10,901	6,085	223	0	0	0	0	0	0	0	0	0	0	0	0
Interest		8,961	9,118	11,762																				
Profit on Costs																								
Profit on GDV																								328,057
Cash Flow	-512,058	-8,961	-151,096	-121,619	-178,676	-181,803	156,048	158,778	216,485	275,202	334,947	340,808	0	0	0	0	0	0	0	0	0	0	0	-328,057
Opening Balance	0																							
Closing Balance	-512,058	-521,019	-672,115	-793,734	-972,409	-1,154,212	-998,164	-839,386	-622,901	-347,698	-12,751	328,057	328,057	328,057	328,057	328,057	328,057	328,057	328,057	328,057	328,057	328,057	328,057	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	349,776	349,776	349,776	349,776	349,776	349,776	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	93,000																							
Stamp Duty	2,790	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,395	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	4,020	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	30,021	0	30,021	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	25,018	0	25,018	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	5,004	0	5,004	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	10,007	0	10,007	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	53,589	107,177	160,766	160,766	160,766	160,766	107,177	53,589	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106			333,815		2,000	2,000	2,00																	

INCOME	Av Size m2	%	Number 10.00	Price £/m2	GDV £	GIA m2
Market Housing	80.4	80%	8	2,450	1,575,840	643
Shared Ownership	80.4	0%	0	1,715	0	0
Affordable Rent	80.4	20%	2	1,120	180,096	161
Social Rent	80.4	0%	0	1,348	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.20 ha		50	/ha	1,755,936	804

Sales per Quarter	5
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	326,008	1,630,041
Alternative Use Value	70,000	350,000
Uplift	14,000	70,000
Plus /ha	0	0
Viability Threshold	84,000	420,000

Additional Profit	260,907	406 £/m2
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RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			
LAND		/unit or m2	Total
Land		32,601	9,780
Stamp Duty			326,008
Easements etc.			0
Legals Acquisition	1.50%	4,890	14,670
PLANNING			
Planning Fee			3,350
Architects	6.00%	50,913	
QS / PM	5.00%	42,427	
Planning Consultants	1.00%	8,485	
Other Professional	2.00%	16,971	122,146
CONSTRUCTION			
Build Cost - BCIS Based		993	798,613
s106 / CIL	1.000	10,000	
Contingency	5.00%	39,931	
Abnormals		0	848,544
FINANCE			
Fees			10,000
Interest	7.00%		17,500
Legal and Valuation		7,500	
SALES			
Agents	2.0%	35,119	
Legals	0.5%	8,780	1,377,767
Misc.		5,000	
Developers Profit			
% of costs (before interest)	20.00%		275,553
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	10		3,350
No dwgs under 1	10	335.00	3,350
No dwgs over 5k	0	100.00	0
Total			3,350

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
Total			9,780

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
Total			84,000

Post CIL s106	1,000	£/ Unit (all)	10,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started		2	5			3																		
Market Housing		0	0	0	0	0	315,168	787,920	472,752	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	36,019	90,048	54,029	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	351,187	877,968	526,781	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	9,780																							
Easements etc.	0																							
Legals Acquisition	4,890																							
Planning Fee	3,350																							
Architects	25,456		25,456																					
QS	21,214		21,214																					
Planning Consultants	4,243		4,243																					
Other Professional	8,485		8,485																					
Build Cost - BCIS Base	0	53,241	186,343		266,204	212,964	79,861	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		10,000																						
Contingency	0	2,662	9,317		13,310	10,648	3,993	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	7,024	17,559	10,536	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,756	4,390	2,634	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	94,918	0	130,301	195,660	279,515	223,612	92,634	21,949	13,170	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	326,008				13,504	18,632	22,871	18,747	4,094	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest		7,366	7,495	9,907																				
Profit on Costs																								
Profit on GDV																								275,553
Cash Flow	-420,927	-7,366	-137,796	-205,567	-293,019	-242,243	235,682	837,272	509,517	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-275,553
Opening Balance	0																							
Closing Balance	-420,927	-428,293	-566,089	-771,656	-1,064,674	-1,306,918	-1,071,236	-233,964	275,553	275,553	275,553	275,553	275,553	275,553	275,553	275,553	275,553	275,553	275,553	275,553	275,553	275,553	275,553	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	351,187	877,968	526,781	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	84,000																							
Stamp Duty	2,520	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,260	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	3,350	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	25,456	0	25,456	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	21,214	0	21,214	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	4,243	0	4,243	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	8,485	0	8,485	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	53,241	186,343	266,204	212,964	79,861	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			260,907																					
Post CIL s106			2,000	5,000	3,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	

INCOME	Av Size m2	%	Number	Price €/m2	GDV £	GIA m2
Market Housing	84.6	80%	4	1,750	592,200	338
Shared Ownership	84.6	0%	0	1,225	0	0
Affordable Rent	84.6	20%	1	1,120	94,752	85
Social Rent	84.6	0%	0	963	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.12 ha		42	/ha	686,952	423

Sales per Quarter	2
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	17,391	144,924
Alternative Use Value	42,000	350,000
Uplift	8,400	70,000
Plus /ha	0	0
Viability Threshold	50,400	420,000

Additional Profit	-34,278	-101 €/m2
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RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			
LAND		/unit or m2	Total
Land		3,478	17,391
Stamp Duty			0
Easements etc.			0
Legals Acquisition	1.50%	261	261
PLANNING			
Planning Fee			1,675
Architects	6.00%	25,549	25,549
QS / PM	5.00%	21,291	21,291
Planning Consultants	1.00%	4,258	4,258
Other Professional	2.00%	8,516	61,290
CONSTRUCTION			
Build Cost - BCIS Based		891	376,971
s106 / CIL	1.000	5,000	5,000
Contingency	5.00%	18,849	18,849
Abnormals		25,000	425,820
FINANCE			
Fees			10,000
Interest	7.00%		17,500
Legal and Valuation		7,500	7,500
SALES			
Agents	2.0%	13,739	13,739
Legals	0.5%	3,435	3,435
Misc.		5,000	22,174
			544,435
Developers Profit			
% of costs (before interest)	20.00%		108,887
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	5		1,675
No dwgs under 1	5	335.00	1,675
No dwgs over 5k	0	100.00	0
		Total	1,675

Stamp duty calc - Residual			
Land payment			
125,000	0%	0%	0
250,000	1%	0%	0
500,000	3%	0%	0
1,000,000	4%	0%	0
above	5%	0%	0
		Total	0

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	0%	0
250,000	1%	0%	0
500,000	3%	0%	0
1,000,000	4%	0%	0
above	5%	0%	0
		Total	0

Post CIL s106	1,000	£/ Unit (all)	5,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			1	2	2																			
Market Housing			0	0	0	0	118,440	236,880	236,880	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	18,950	37,901	37,901	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	137,390	274,781	274,781	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	261																							
Planning Fee	1,675																							
Architects	12,775			12,775																				
QS	10,645			10,645																				
Planning Consultants	2,129			2,129																				
Other Professional	4,258			4,258																				
Build Cost - BCIS Base		0	25,131	75,394	125,657	100,526	50,263	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL			5,000		5,000				5,000				5,000				5,000				5,000			
Contingency		0	1,257	3,770	6,283	5,026	2,513	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	1,667	5,000	8,333	6,667	3,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	2,748	5,496	5,496	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	687	1,374	1,374	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	49,243	0	67,862	84,164	140,273	112,219	59,544	6,870	6,870	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land			17,391																					
Interest		1,166	1,187	2,395	3,910	6,433	8,509	7,296	2,735	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								108,887
Cash Flow	-66,634	-1,166	-69,049	-86,559	-144,183	-118,651	69,337	260,615	265,176	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-108,887
Opening Balance	0																							
Closing Balance	-66,634	-67,800	-136,849	-223,408	-367,590	-486,242	-416,905	-156,289	108,887	108,887	108,887	108,887	108,887	108,887	108,887	108,887	108,887	108,887	108,887	108,887	108,887	108,887	108,887	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	137,390	274,781	274,781	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	50,400																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	756																							
Planning Fee	1,675																							
Architects	12,775			12,775																				
QS	10,645			10,645																				
Planning Consultants	2,129			2,129																				
Other Professional	4,258			4,258																				
Build Cost - BCIS Base		0	25,131	75,394	125,657	100,526	50,263	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106			-34,278																					
Contingency		0	1,257	3,770	6,283	5,026	2,513	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	1,667	5,000	8,333	6,667	3,333	0	0	0	0	0	0	0	0	0	0	0	0	0				

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	83.5	100%	4	2,025	676,350	334
Shared Ownership	83.5	0%	0	1,418	0	0
Affordable Rent	83.5	0%	0	1,120	0	0
Social Rent	83.5	0%	0	1,114	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.10 ha		40	/ha	676,350	334

Sales per Quarter	2
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	147,672	1,476,716
Alternative Use Value	75,000	750,000
Uplift	15,000	150,000
Plus /ha	0	0
Viability Threshold	90,000	900,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	61,053	183 £/m2
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DEVELOPMENT COSTS			
	/unit or m2	Total	
LAND			
Land	36,918	1,477	147,672
Stamp Duty			
Easements etc.		0	
Legals Acquisition	1.50%	2,215	3,692
PLANNING			
Planning Fee		1,340	
Architects	6.00%	17,750	
QS / PM	5.00%	14,792	
Planning Consultants	1.00%	2,958	
Other Professional	2.00%	5,917	42,756
CONSTRUCTION			
Build Cost - BCIS Based	852	284,714	
s106 / CIL	1,000	4,000	
Contingency	2.50%	7,118	
Abnormals		0	295,832
FINANCE			
Fees		10,000	
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	13,527	
Legals	0.5%	3,382	21,909
Misc.		5,000	529,361
Developers Profit			
% of costs (before interest)	20.00%		105,872
% of GDV	0.00%		0

Planning fee calc			
	dwgs	rate	
Planning app fee	4		
No dwgs	4	335.00	1,340
No dwgs under 1	0	100.00	0
No dwgs over 5k	0		
Total			1,340

Stamp duty calc - Residual			
Land payment			147,672
125,000	0%	1%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	1%	
Total			1,477

Stamp duty calc - Add Profit			
Land payment			90,000
125,000	0%	1%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	1%	
Total			900

Post CIL s106	1,000	£/ Unit (all)	4,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			1	2	1																			
Market Housing			0	0	0	0	169,088	338,175	169,088	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	169,088	338,175	169,088	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	1,477																							
Easements etc.	0																							
Legals Acquisition	2,215																							
Planning Fee	1,340																							
Architects	8,875		8,875																					
QS	7,396		7,396																					
Planning Consultants	1,479		1,479																					
Other Professional	2,958		2,958																					
Build Cost - BCIS Base		0	23,726	71,179	94,905	71,179	23,726	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL			4,000				4,000																	
Contingency		0	593	1,779	2,373	1,779	593	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	3,382	6,764	3,382	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	845	1,691	845	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	43,240	0	54,028	72,958	97,277	72,958	28,547	8,454	4,227	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land		147,672			5,758	7,561	8,970	6,668	1,015	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest		3,341	3,399	4,404																				
Profit on Costs																								
Profit on GDV																								105,872
Cash Flow	-190,912	-3,341	-57,427	-77,362	-103,036	-80,519	131,571	323,053	163,846	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-105,872
Opening Balance	0																							
Closing Balance	-190,912	-194,253	-251,680	-329,042	-432,077	-512,597	-381,026	-57,974	105,872	105,872	105,872	105,872	105,872	105,872	105,872	105,872	105,872	105,872	105,872	105,872	105,872	105,872	105,872	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	169,088	338,175	169,088	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	90,000																							
Stamp Duty	900	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,350	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	1,340	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	8,875	0	8,875	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	7,396	0	7,396	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	1,479	0	1,479	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	2,958	0	2,958	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	23,726	71,179	94,905	71,179	23,726	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106			61,053				1,000	2,000	1,000	0	0	0	0	0	0	0	0	0	0	0	0	0		

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	111.0	100%	1	0	0	111
Shared Ownership	111.0	0%	0	0	0	0
Affordable Rent	111.0	0%	0	0	0	0
Social Rent	111.0	0%	0	0	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.10 ha		10	/ha	0	111

Sales per Quarter	1
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	-147,254	-1,472,543
Alternative Use Value	5,000	50,000
Uplift	1,000	10,000
Plus /ha	250,000	250,000
Viability Threshold	31,000	310,000

Additional Profit	-182,690	-1,646 £/m2
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RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			
LAND	/unit or m2	Total	
Land	-147,254		-147,254
Stamp Duty		0	
Easements etc.		0	
Legals Acquisition	1.50%	-2,209	-2,209
PLANNING			
Planning Fee		335	
Architects	6.00%	6,665	
QS / PM	5.00%	5,554	
Planning Consultants	1.00%	1,111	
Other Professional	2.00%	2,222	15,886
CONSTRUCTION			
Build Cost - BCIS Based	968	107,393	
s106 / CIL	1,000	1,000	
Contingency	2.50%	2,685	
Abnormals		0	111,077
FINANCE			
Fees		10,000	
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	0	
Legals	0.5%	0	
Misc.		5,000	5,000
Developers Profit			0
% of costs (before interest)	20.00%		0
% of GDV	0.00%		0

Planning fee calc		
Planning app fee	dwgs	rate
No dwgs	1	335.00
No dwgs under 1	0	100.00
No dwgs over 5k	0	0
Total		335

Stamp duty calc - Residual		
Land payment		
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
Total		0

Stamp duty calc - Add Profit		
Land payment		
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
Total		0

Post CIL s106	1,000	£/ Unit (all)	1,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6							
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
INCOME																												
UNITS Started	1																											
Market Housing	0				0				0				0				0				0							
Shared Ownership	0				0				0				0				0				0							
Affordable Rent	0				0				0				0				0				0							
Social Rent	0				0				0				0				0				0							
Grant and Subsidy	0				0				0				0				0				0							
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																												
Stamp Duty	0																											
Easements etc.	0																											
Legals Acquisition	-2,209																											
Planning Fee	335																											
Architects	3,332																											
QS	2,777																											
Planning Consultants	555																											
Other Professional	1,111																											
Build Cost - BCIS Base	0																											
s106/CIL	35,798																											
Contingency	895																											
Abnormals	0																											
Finance Fees	10,000																											
Legal and Valuation	7,500																											
Agents	0																											
Legals	0																											
Misc.	5,000																											
COSTS BEFORE LAND INT AND PROFIT	23,402	0	50,468	36,692	36,692	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																												
Land	-147,254																											
Interest	0																											
Profit on Costs	0																											
Profit on GDV	0																											
Cash Flow	123,853	0	-50,468	-36,692	-36,692	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Opening Balance	0																											
Closing Balance	123,853	123,853	73,385	36,692	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6							
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
INCOME																												
As Above																												
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																												
Land	31,000																											
Stamp Duty	0																											
Easements etc.	0																											
Legals Acquisition	465																											
Planning Fee	335																											
Architects	3,332																											
QS	2,777																											
Planning Consultants	555																											
Other Professional	1,111																											
Build Cost - BCIS Base	0																											
POTENTIAL CIL	35,798																											
Post CIL s106	-182,690																											
Contingency	895																											
Abnormals	0																											
Finance Fees	10,000																											
Legal and Valuation	7,500																											
Agents	0																											
Legals	0																											
Misc.	5,000																											
COSTS BEFORE LAND INT AND PROFIT	57,075	0	-133,222	36,692	37,692	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation																												
Interest	999																											
Profit on cost	1,016																											
Profit on GDV	0																											
Cash Flow	-57,075	-999	132,206	-36,692	-37,692	-4	-5	-5	-5	-5	-5	-5	-5	-5	-5	-5	-5	-5	-6	-6	-6	-6	-6	-6	-6	-6	-6	346
Opening Balance	0																											
Closing Balance	-57,075	-58,074	74,131	37,439	-253	-258	-262	-267	-272	-276	-281	-286	-291	-296	-301	-307	-312	-318	-323	-329	-334	-340	-346	0				

Worcester
Results

		Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16
					Large Brownfield	Greenfield 3	Brownfield redev. L	Urban Flats	Brownfield redev. M	Medium Brownfield	Medium greenfield	Urban edge	Town centre flats	Ex garage site	Town Village Infill		
Gross Site Area	ha				4.17	3.00	1.40	0.60	0.42	0.40	0.57	0.30	0.20	0.12	0.10		
Net Site Area	ha				2.50	1.80	1.40	0.60	0.42	0.40	0.57	0.30	0.20	0.12	0.10		
Units					88.00	81.00	70.00	60.00	30.00	24.00	24.00	12.00	10.00	5.00	4.00		
Mix	Market				60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	70.00%	80.00%	80.00%	100.00%		
	Intermediate to Buy				0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		
	Affordable Rent				40.00%	40.00%	40.00%	40.00%	40.00%	40.00%	40.00%	30.00%	20.00%	20.00%	0.00%		
	Social Rent				0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		
Alternative Land Val	£/ha				25,000	25,000	350,000	350,000	350,000	350,000	25,000	50,000	350,000	350,000	750,000		
	£ site				104,167	75,000	490,000	210,000	147,000	140,000	14,250	15,000	70,000	42,000	75,000		
Uplift	£/ha				255,000	255,000	70,000	70,000	70,000	70,000	255,000	260,000	70,000	70,000	150,000		
	£ site				1,062,500	765,000	98,000	42,000	29,400	28,000	145,350	78,000	14,000	8,400	15,000		
Viability Threshold	£/ha				280,000	280,000	420,000	420,000	420,000	420,000	280,000	310,000	420,000	420,000	900,000		
	£ site				1,166,667	840,000	588,000	252,000	176,400	168,000	159,600	93,000	84,000	50,400	90,000		
Residual Value	£/ha				453,169	379,850	-448	-1,163,134	1,239,168	361,330	1,100,887	1,341,269	1,630,041	144,924	1,476,716		
	£ site				1,888,206	1,139,549	-627	-697,880	520,451	144,532	627,506	402,381	326,008	17,391	147,672		
Additional Profit	£/ha				192,069	111,598	-435,232	-1,636,564	894,069	-57,715	894,402	1,112,717	1,304,535	-285,651	610,533		
	£ site				800,288	334,793	-609,325	-981,938	375,509	-23,086	509,809	333,815	260,907	-34,278	61,053		
	£/Unit				9,094	4,133	-8,705	-16,366	12,517	-962	21,242	27,818	26,091	-6,856	15,263		
	£/m2				159	87	-184	-357	295	-23	391	458	406	-101	183		

HDH Planning and Development

Worcestershire CIL Viability Study

Jointly commissioned by Bromsgrove, Malvern Hills, Redditch, Worcester, Wychavon and Wyre Forest Councils

Draft assumptions, appraisals and findings

Wychavon Affordable Targets

Private and Confidential.

Wychavon
Inputs

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16
Site Area - GROSS	ha		14.17	13.33	6.25	4.17	3.00	1.40	0.60	0.42	0.40	0.57	0.30	0.20	0.12	0.10	0.10	0.10
Units			314.00	250.00	133.00	88.00	81.00	70.00	60.00	30.00	24.00	24.00	12.00	10.00	5.00	4.00	3.00	1.00
Average Unit Size	m2		81.92	82.92	92.49	95.18	78.84	78.84	76.43	70.63	69.29	90.46	86.75	80.40	84.60	83.50	92.00	111.00
Mix	Intermediate to Buy		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Affordable Rent		40.00%	40.00%	40.00%	40.00%	40.00%	40.00%	40.00%	40.00%	40.00%	40.00%	30.00%	20.00%	20.00%	0.00%	0.00%	0.00%
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Price	Market	£/m2	2,025	2,075	2,150	2,200	2,550	2,450	0	2,300	2,050	1,800	2,250	2,100	2,350	3,000	3,000	3,500
	Intermediate to Buy	£/m2	1,418	1,453	1,505	1,540	1,785	1,715	0	1,610	1,435	1,260	1,575	1,470	1,645	2,100	2,100	2,450
	Affordable Rent	£/m2	1,093	1,093	1,093	1,093	1,093	1,093	0	1,093	1,093	1,093	1,093	1,093	1,093	1,093	1,093	1,093
	Social Rent	£/m2	1,114	1,141	1,183	1,210	1,403	1,348	0	1,265	1,128	990	1,238	1,155	1,293	1,650	1,650	1,925
Grant and Subsidy	Intermediate to Buy	£/unit																
	Affordable Rent	£/unit																
	Social Rent	£/unit																
Sales per Quarter			20	20	9	9	12	8	12	8	4	6	2	5	2	2	2	1
Unit Build Time			3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Alternative Use Value	£/ha		25,000	25,000	25,000	25,000	25,000	350,000	350,000	350,000	350,000	25,000	50,000	350,000	350,000	750,000	50,000	50,000
Up Lift %	%		20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
Additional Uplift	£/ha		250,000	250,000	250,000	250,000	250,000	0	0	0	0	250,000	250,000	0	0	0	250,000	250,000
Easements etc	£		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	% land		1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%
Planning Fee	<50	£/unit	335	335	335	335	335	335	335	335	335	335	335	335	335	335	335	335
	>50	£/unit	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Architects	%		6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
QS / PM	%		5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%
Planning Consultants	%		1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
Other Professional	%		2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
Build Cost - BCIS Based	£/m2		924	925	911	906	895	953	1,298	862	933	875	927	993	891	852	990	968
Pre CIL s106	£/Unit		1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
Post CIL s106	£/Unit		1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
Contingency	%		2.5%	2.5%	2.5%	2.5%	2.5%	5.0%	5.0%	5.0%	5.0%	2.5%	2.5%	5.0%	5.0%	2.5%	2.5%	2.5%
Abnormals	%		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	£/site		1,000,000	750,000	0	0	0	200,000	0	0	100,000	0	0	0	25,000	0	0	0
FINANCE	Fees	£	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Interest	%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%
	Legal and Valuation	£	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500
SALES	Agents	%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
	Legals	%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%
	Misc.	£	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Developers Profit	% of costs (before interest)		20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
	% of GDV		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

Wychavon
Site 1

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	81.9	60%	188	2,025	31,253,445	15,434
Shared Ownership	81.9	0%	0	1,418	0	0
Affordable Rent	81.9	40%	126	1,093	11,246,096	10,289
Social Rent	81.9	0%	0	1,114	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	14.17 ha		22	/ha	42,499,541	25,723

Sales per Quarter	20
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	2,765,400	195,205
Alternative Use Value	354,167	25,000
Uplift	70,833	5,000
Plus /ha	250,000	3,541,667
Viability Threshold	3,966,667	280,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit -1,276,314 -83 £/m2

DEVELOPMENT COSTS			
LAND		/unit or m2	Total
Land		8,807	2,765,400
Stamp Duty			138,270
Easements etc.			0
Legals Acquisition	1.50%		41,481
PLANNING			
Planning Fee			114,840
Architects	6.00%		1,540,276
QS / PM	5.00%		1,283,563
Planning Consultants	1.00%		256,713
Other Professional	2.00%		513,425
CONSTRUCTION			
Build Cost - BCIS Based		924	23,763,186
s106 / CIL	1.000		314,000
Contingency	2.50%		594,080
Abnormals		1,000,000	25,671,266
FINANCE			
Fees			10,000
Interest	7.00%		17,500
Legal and Valuation		7,500	17,500
SALES			
Agents	2.0%		849,991
Legals	0.5%		212,498
Misc.		5,000	1,067,489
Developers Profit			6,682,044
% of costs (before interest)	20.00%		0
% of GDV	0.00%		0

Planning fee calc			
	dwgs	rate	
Planning app fee	314		
No dwgs	264	335	88,440
No dwgs under 1	264	100	26,400
No dwgs over 5k	264		
Total			114,840

Stamp duty calc - Residual			
Land payment			2,765,400
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			138,270

Stamp duty calc - Add Profit			
Land payment			3,966,667
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			198,333

Post CIL s106	1,000	£/ Unit (all)	314,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6				
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
INCOME																									
UNITS Started			9	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	5	5	1,990,665	1,990,665	1,990,665	1,990,665	
Market Housing			0	0	0	0	895,799	1,990,665	1,990,665	1,990,665	1,990,665	1,990,665	1,990,665	1,990,665	1,990,665	1,990,665	1,990,665	1,990,665	1,990,665	1,990,665	1,990,665	1,990,665	497,666	0	
Shared Ownership			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Affordable Rent			0	0	0	0	322,340	716,312	716,312	716,312	716,312	716,312	716,312	716,312	716,312	716,312	716,312	716,312	716,312	716,312	716,312	716,312	179,078	0	
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME	0	0	0	0	0	0	1,218,140	2,706,977	2,706,977	2,706,977	2,706,977	2,706,977	2,706,977	2,706,977	2,706,977	2,706,977	2,706,977	2,706,977	2,706,977	2,706,977	2,706,977	2,706,977	676,744	0	
EXPENDITURE																									
Stamp Duty	138,270																								
Easements etc.	0																								
Legals Acquisition	41,481																								
Planning Fee	114,840																								
Architects	770,138		770,138																						
QS	641,782		641,782																						
Planning Consultants	128,356		128,356																						
Other Professional	256,713		256,713																						
Build Cost - BCIS Base	0	227,037	731,563		1,236,089	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,135,184	630,658	126,132	0	0	0	
s106/CIL	0	314,000			30,902	37,839	37,839	37,839	37,839	37,839	37,839	37,839	37,839	37,839	37,839	37,839	37,839	37,839	28,380	15,766	3,153	0	0	0	
Contingency	0	5,676	18,289		52,017	63,694	63,694	63,694	63,694	63,694	63,694	63,694	63,694	63,694	63,694	63,694	63,694	63,694	47,771	26,539	5,308	0	0	0	
Abnormals	0	9,554	30,786		37,839	37,839	37,839	37,839	37,839	37,839	37,839	37,839	37,839	37,839	37,839	37,839	37,839	37,839	28,380	15,766	3,153	0	0	0	
Finance Fees	10,000																								
Legal and Valuation	7,500																								
Agents	0	0	0	0	0	0	24,363	54,140	54,140	54,140	54,140	54,140	54,140	54,140	54,140	54,140	54,140	54,140	54,140	54,140	54,140	54,140	13,535	0	
Legals	0	0	0	0	0	0	6,091	13,535	13,535	13,535	13,535	13,535	13,535	13,535	13,535	13,535	13,535	13,535	13,535	13,535	13,535	13,535	3,384	0	
Misc.	0	0	5,000		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	2,109,080	0	2,358,255	780,638	1,319,009	1,615,112	1,645,566	1,682,787	1,682,787	1,682,787	1,682,787	1,682,787	1,682,787	1,682,787	1,682,787	1,682,787	1,682,787	1,682,787	1,279,009	740,638	202,267	67,674	16,919	0	
For Residual Valuation																									
Land	2,765,400				145,513	171,143	202,402	213,424	199,236	184,799	170,110	155,163	139,955	124,481	108,736	92,716	76,415	59,829	42,953	18,715	0	0	0	0	0
Interest		85,303	86,796	129,585																					
Profit on Costs																									
Profit on GDV																									
Cash Flow	-4,874,480	-85,303	-2,445,052	-910,222	-1,464,522	-1,786,255	-629,828	810,766	824,955	839,391	854,081	869,027	884,235	899,709	915,454	931,474	947,775	964,361	1,385,016	1,947,624	2,504,710	2,639,303	659,826	-6,682,044	
Opening Balance	0																								
Closing Balance	-4,874,480	-4,959,783	-7,404,835	-8,315,057	-9,779,579	-11,565,834	-12,195,662	-11,384,896	-10,559,942	-9,720,551	-8,866,470	-7,997,443	-7,113,208	-6,213,499	-5,298,045	-4,366,570	-3,418,795	-2,454,434	-1,069,418	878,206	3,382,916	6,022,219	6,682,044	0	

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	1,218,140	2,706,977	2,706,977	2,706,977	2,706,977	2,706,977	2,706,977	2,706,977	2,706,977	2,706,977	2,706,977	2,706,977	2,706,977	2,706,977	2,706,977	2,706,977	676,744	0
EXPENDITURE																								
Land	3,966,667																							
Stamp Duty	198,333	0	0	0	0																			

Wychavon
Site 2

INCOME	Av Size m2	%	Number	Price €/m2	GDV £	GIA m2
Market Housing	82.9	60%	150	2,075	25,808,850	12,438
Shared Ownership	82.9	0%	0	1,453	0	0
Affordable Rent	82.9	40%	100	1,093	9,063,156	8,292
Social Rent	82.9	0%	0	1,141	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	13.33 ha		19	1/ha	34,872,006	20,730

Sales per Quarter	20
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	2,718,389	203,873
Alternative Use Value	333,333	25,000
Uplift	66,667	5,000
Plus /ha	250,000	3,333,333
Viability Threshold	3,733,333	280,000

Additional Profit -1,085,487 -87 €/m2

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 0

Check on phasing dwgs nos correct

DEVELOPMENT COSTS			
LAND		/unit or m2	Total
Land		10,874	2,718,389
Stamp Duty			135,919
Easements etc.			0
Legals Acquisition	1.50%	40,776	176,695
PLANNING			
Planning Fee		87,000	87,000
Architects	6.00%	1,238,940	1,238,940
QS / PM	5.00%	1,032,450	1,032,450
Planning Consultants	1.00%	206,490	206,490
Other Professional	2.00%	412,980	2,977,860
CONSTRUCTION			
Build Cost - BCIS Based		925	19,169,753
s106 / CIL	1.000	250,000	250,000
Contingency	2.50%	479,244	479,244
Abnormals		750,000	20,648,997
FINANCE			
Fees		10,000	10,000
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	697,440	697,440
Legals	0.5%	174,360	174,360
Misc.		5,000	876,800
Developers Profit			5,483,248
% of costs (before interest)	20.00%		0
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	250		
No dwgs under 1	200	335.00	67,000
No dwgs over 50	200	100.00	20,000
Total			87,000

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			135,919

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			186,667

Post CIL s106	1,000	£/ Unit (all)	250,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			10	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20
Market Housing			0	0	0	0	1,032,354	2,064,708	2,064,708	2,064,708	2,064,708	2,064,708	2,064,708	2,064,708	2,064,708	2,064,708	2,064,708	2,064,708	2,064,708	2,064,708	2,064,708	2,064,708	2,064,708	2,064,708
Shared Ownership			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	362,526	725,052	725,052	725,052	725,052	725,052	725,052	725,052	725,052	725,052	725,052	725,052	725,052	725,052	725,052	725,052	725,052	725,052
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	1,394,880	2,789,760	2,789,760	2,789,760	2,789,760	2,789,760	2,789,760	2,789,760	2,789,760	2,789,760	2,789,760	2,789,760	2,789,760	2,789,760	2,789,760	2,789,760	2,789,760	2,789,760
EXPENDITURE																								
Stamp Duty	135,919																							
Easements etc.	0																							
Legals Acquisition	40,776																							
Planning Fee	87,000																							
Architects	619,470		619,470																					
QS	516,225		516,225																					
Planning Consultants	103,245		103,245																					
Other Professional	206,490		206,490																					
Build Cost - BCIS Base	0	255,597	766,790		1,277,984	1,533,580	1,533,580	1,533,580	1,533,580	1,533,580	1,533,580	1,533,580	1,533,580	1,533,580	1,533,580	1,022,387	511,193	0	0	0	0	0	0	0
s106/CIL	0	250,000			50,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	40,000	12,780	0	0	0	0	0	0	0
Contingency	0	6,390	19,170		31,950	38,340	38,340	38,340	38,340	38,340	38,340	38,340	38,340	38,340	38,340	25,560	20,000	0	0	0	0	0	0	0
Abnormals	0	10,000	30,000		50,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	40,000	20,000	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	27,898	55,795	55,795	55,795	55,795	55,795	55,795	55,795	55,795	55,795	55,795	55,795	55,795	0	0	0	0	0
Legals	0	0	0	0	0	0	6,974	13,949	13,949	13,949	13,949	13,949	13,949	13,949	13,949	13,949	13,949	13,949	13,949	0	0	0	0	0
Misc.	0	0	5,000		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	1,726,625	0	1,972,416	815,960	1,359,933	1,631,920	1,686,792	1,701,664	1,701,664	1,701,664	1,701,664	1,701,664	1,701,664	1,701,664	1,701,664	1,157,690	613,717	69,744	69,744	0	0	0	0	0
For Residual Valuation																								
Land	2,718,389				131,344	157,441	188,755	196,817	181,220	165,349	149,201	132,770	116,052	99,041	81,733	64,122	36,683	0	0	0	0	0	0	0
Interest		77,788	98,396	115,051																				
Profit on Costs																								
Profit on GDV																								5,483,248
Cash Flow	-4,445,014	-77,788	-2,051,565	-931,011	-1,491,277	-1,789,361	-460,667	891,280	906,877	922,748	938,896	955,326	972,044	989,055	1,006,364	1,567,948	2,139,361	2,720,016	2,720,016	0	0	0	0	-5,483,248
Opening Balance	0																							
Closing Balance	-4,445,014	-4,522,802	-6,574,367	-7,505,378	-8,996,656	-10,786,017	-11,246,684	-10,355,404	-9,448,527	-8,525,779	-7,586,884	-6,631,557	-5,659,513	-4,670,458	-3,664,094	-2,096,146	43,215	2,763,232	5,483,248	5,483,248	5,483,248	5,483,248	5,483,248	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	1,394,880	2,789,760	2,789,760	2,789,760	2,789,760	2,789,760	2,789,760	2,789,760	2,789,760	2,789,760	2,789,760	2,789,760	2,789,760	2,789,760	2,789,760	2,789,760	2,789,760	2,789,760
EXPENDITURE																								
Land	3,733,333																							
Stamp Duty	186,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	56,000	0	0	0	0	0	0	0	0	0	0	0												

Wychavon
Site 3

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	92.5	60%	80	2,150	15,868,290	7,381
Shared Ownership	92.5	0%	0	1,505	0	0
Affordable Rent	92.5	40%	53	1,093	5,377,997	4,920
Social Rent	92.5	0%	0	1,183	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	0
SITE AREA	6.25 ha		21	/ha	21,246,287	12,301

Sales per Quarter	9
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	2,533,361	405,338
Alternative Use Value	156,250	25,000
Uplift	31,250	5,000
Plus /ha	250,000	250,000
Viability Threshold	1,750,000	280,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit 877,008 119 £/m2

DEVELOPMENT COSTS			
LAND		/unit or m2	Total
Land		19,048	2,533,361
Stamp Duty			126,668
Easements etc.			0
Legals Acquisition	1.50%		38,000
164,668			
PLANNING			
Planning Fee			36,105
Architects	6.00%		697,476
QS / PM	5.00%		581,230
Planning Consultants	1.00%		116,246
Other Professional	2.00%		232,492
1,663,549			
CONSTRUCTION			
Build Cost - BCIS Based	911		11,211,320
s106 / CIL	1,000		133,000
Contingency	2.50%		280,283
Abnormals			0
11,624,603			
FINANCE			
Fees			10,000
Interest	7.00%		7,500
Legal and Valuation			17,500
SALES			
Agents	2.0%		424,926
Legals	0.5%		106,231
Misc.			5,000
536,157			16,539,840
Developers Profit			
% of costs (before interest)	20.00%		3,307,968
% of GDV	0.00%		0

Planning fee calc			
	dwgs	rate	
Planning app fee	133		
No dwgs	83	335.00	27,805
No dwgs under 1	83	100.00	8,300
No dwgs over 5k	83		
Total			36,105

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			126,668

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			87,500

Post CIL s106	1,000	£/ Unit (all)	133,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			4	9	9	9	9	9	9	9	9	9	9	9	9	9	9	3						
Market Housing			0	0	0	0	477,242	1,073,794	1,073,794	1,073,794	1,073,794	1,073,794	1,073,794	1,073,794	1,073,794	1,073,794	1,073,794	1,073,794	1,073,794	1,073,794	1,073,794	357,931	0	0
Shared Ownership			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	161,744	363,925	363,925	363,925	363,925	363,925	363,925	363,925	363,925	363,925	363,925	363,925	363,925	363,925	363,925	121,308	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	638,986	1,437,719	1,437,719	1,437,719	1,437,719	1,437,719	1,437,719	1,437,719	1,437,719	1,437,719	1,437,719	1,437,719	1,437,719	1,437,719	1,437,719	479,240	0	0
EXPENDITURE																								
Stamp Duty	126,668																							
Easements etc.	0																							
Legals Acquisition	38,000																							
Planning Fee	36,105																							
Architects	348,738			348,738																				
QS	290,615			290,615																				
Planning Consultants	58,123			58,123																				
Other Professional	116,246			116,246																				
Build Cost - BCIS Base		0	112,394	365,281	618,168	758,661	758,661	758,661	758,661	758,661	758,661	758,661	758,661	758,661	758,661	758,661	758,661	590,069	337,183	84,296	0	0	0	0
s106/CIL			133,000																					
Contingency		0	2,810	9,132	15,454	18,967	18,967	18,967	18,967	18,967	18,967	18,967	18,967	18,967	18,967	18,967	18,967	14,752	8,430	2,107	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	12,780	28,754	28,754	28,754	28,754	28,754	28,754	28,754	28,754	28,754	28,754	28,754	28,754	28,754	28,754	9,585	0	0
Legals	0	0	0	0	0	0	3,195	7,189	7,189	7,189	7,189	7,189	7,189	7,189	7,189	7,189	7,189	7,189	7,189	7,189	7,189	2,396	0	0
Misc.	0	0	5,000		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	1,031,996	0	1,066,926	374,413	633,622	777,627	793,602	813,570	813,570	813,570	813,570	813,570	813,570	813,570	813,570	813,570	813,570	640,764	381,555	122,346	35,943	11,981	0	0
For Residual Valuation																								
Land	2,533,361																							
Interest		62,394	63,486	83,268	91,277	103,963	119,391	124,186	115,437	106,534	97,476	88,259	78,881	69,339	59,630	49,751	39,699	29,471	16,040	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								3,307,968
Cash Flow	-3,565,357	-62,394	-1,130,412	-457,681	-724,900	-881,590	-274,007	499,962	508,712	517,614	526,673	535,889	545,267	554,810	564,519	574,398	584,450	767,484	1,040,124	1,315,373	1,401,776	467,259	0	-3,307,968
Opening Balance	0																							
Closing Balance	-3,565,357	-3,627,750	-4,758,162	-5,215,843	-5,940,743	-6,822,333	-7,096,340	-6,596,377	-6,087,666	-5,570,051	-5,043,379	-4,507,490	-3,962,222	-3,407,413	-2,842,894	-2,268,496	-1,684,046	-916,563	123,561	1,438,934	2,840,709	3,307,968	3,307,968	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	638,986	1,437,719	1,437,719	1,437,719	1,437,719	1,437,719	1,437,719	1,437,719	1,437,719	1,437,719	1,437,719	1,437,719	1,437,719	1,437,719	1,437,719	479,240	0	0
EXPENDITURE																								
Land	1,750,000																							
Stamp Duty	87,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	26,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	36,105	0	0																					

Wychavon
Site 5

INCOME	Av Size m2	%	Number 81.00	Price £/m2	GDV £	GIA m2
Market Housing	78.8	60%	49	2,550	9,770,580	3,832
Shared Ownership	78.8	0%	0	1,785	0	0
Affordable Rent	78.8	40%	32	1,093	2,791,959	2,554
Social Rent	78.8	0%	0	1,403	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	3.00 ha		27	/ha	12,562,539	6,386

Sales per Quarter	12
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	2,307,385	769,128
Alternative Use Value	75,000	25,000
Uplift	15,000	5,000
Plus /ha	250,000	250,000
Viability Threshold	840,000	280,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	1,616,130	422 £/m2
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DEVELOPMENT COSTS			
LAND		/unit or m2	Total
Land		28,486	115,369
Stamp Duty			2,307,385
Easements etc.			0
Legals Acquisition	1.50%		34,611
149,980			
PLANNING			
Planning Fee			13,485
Architects	6.00%		367,677
QS / PM	5.00%		306,397
Planning Consultants	1.00%		61,279
Other Professional	2.00%		122,559
871,397			
CONSTRUCTION			
Build Cost - BCIS Based		924	5,899,456
s106 / CIL	1.000		81,000
Contingency	2.50%		147,486
Abnormals			0
6,127,942			
FINANCE			
Fees			10,000
Interest	7.00%		17,500
Legal and Valuation			7,500
SALES			
Agents	2.0%		251,251
Legals	0.5%		62,813
Misc.			5,000
319,063			9,793,268
Developers Profit			
% of costs (before interest)	20.00%		1,958,654
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	81		10,385
No dwgs under 1	31	335.00	3,100
No dwgs over 50	31	100.00	3,100
Total			13,485

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			115,369

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			42,000

Post CIL s106	1,000	£/ Unit (all)	81,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			6	12	12	12	12	12	12	3														
Market Housing			0	0	0	0	723,747	1,447,493	1,447,493	1,447,493	1,447,493	1,447,493	1,447,493	361,873	0	0	0	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	206,812	413,624	413,624	413,624	413,624	413,624	413,624	103,406	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	930,558	1,861,117	1,861,117	1,861,117	1,861,117	1,861,117	1,861,117	465,279	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	115,369																							
Easements etc.	0																							
Legals Acquisition	34,611																							
Planning Fee	13,485																							
Architects	183,838		183,838																					
QS	153,199		153,199																					
Planning Consultants	30,640		30,640																					
Other Professional	61,279		61,279																					
Build Cost - BCIS Base	0	145,666	436,997		728,328	873,993	873,993	873,993	873,993	655,495	364,164	72,833	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	81,000				81,000				81,000				0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	3,642	10,925		18,208	21,850	21,850	21,850	21,850	16,387	9,104	1,821	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	18,611	37,222	37,222	37,222	37,222	37,222	37,222	9,306	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	4,653	9,306	9,306	9,306	9,306	9,306	9,306	2,326	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	609,921	0	664,263	447,922	746,536	895,843	919,107	942,371	942,371	718,410	419,796	121,182	46,528	11,632	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	2,307,385																							
Interest		51,053	51,946	64,480	73,447	87,797	105,010	106,648	92,436	77,976	59,343	35,158	5,325	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								1,958,654
Cash Flow	-2,917,306	-51,053	-716,209	-512,402	-819,983	-983,640	-93,559	812,098	826,310	1,064,731	1,381,978	1,704,777	1,809,264	453,647	0	0	0	0	0	0	0	0	0	-1,958,654
Opening Balance	0																							
Closing Balance	-2,917,306	-2,968,359	-3,684,568	-4,196,970	-5,016,953	-6,000,593	-6,094,152	-5,282,054	-4,455,745	-3,391,014	-2,009,035	-304,258	1,505,006	1,958,654	1,958,654	1,958,654	1,958,654	1,958,654	1,958,654	1,958,654	1,958,654	1,958,654	1,958,654	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	930,558	1,861,117	1,861,117	1,861,117	1,861,117	1,861,117	1,861,117	465,279	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	840,000																							
Stamp Duty	42,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	12,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	13,485	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	183,838	0	183,838	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	153,199	0	153,199	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	30,640	0	30,640	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	61,279	0	61,279	0	0	0	0	0	0	0	0	0	0	0										

Wychavon
Site 8

INCOME	Av Size m2	%	Number	Price €/m2	GDV £	GIA m2
Market Housing	70.6	60%	18	2,300	2,924,220	1,271
Shared Ownership	70.6	0%	0	1,610	0	0
Affordable Rent	70.6	40%	12	1,093	926,427	848
Social Rent	70.6	0%	0	1,265	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.42 ha		71	1/ha	3,850,647	2,119

Sales per Quarter	8
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	635,567	1,513,254
Alternative Use Value	147,000	350,000
Uplift	29,400	70,000
Plus /ha	0	0
Viability Threshold	176,400	420,000

Additional Profit	500,599	394 €/m2
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RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			
LAND	/unit or m2	Total	
Land	21,186	25,423	635,567
Stamp Duty		0	
Easements etc.		0	
Legals Acquisition	1.50%	9,533	34,956
PLANNING			
Planning Fee		10,050	
Architects	6.00%	116,874	
QS / PM	5.00%	97,395	
Planning Consultants	1.00%	19,479	
Other Professional	2.00%	39,958	282,756
CONSTRUCTION			
Build Cost - BCIS Based	862	1,826,570	
s106 / CIL	1,000	30,000	
Contingency	5.00%	91,328	
Abnormals		0	1,947,898
FINANCE			
Fees		10,000	
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	77,013	
Legals	0.5%	19,253	
Misc.		5,000	101,266
Developers Profit			3,019,943
% of costs (before interest)	20.00%		603,989
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	30		10,050
No dwgs under 1	30	335.00	10,050
No dwgs over 50	0	100.00	0
Total			10,050

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	0%	
above	5%	4%	
Total			25,423

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	0%	
above	5%	4%	
Total			7,056

Post CIL s106	1,000	£/ Unit (all)	30,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			4	8	8	8	2																	
Market Housing			0	0	0	0	389,896	779,792	779,792	779,792	194,948	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	123,524	247,047	247,047	247,047	61,762	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	513,420	1,026,839	1,026,839	1,026,839	256,710	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	25,423																							
Easements etc.	0																							
Legals Acquisition	9,533																							
Planning Fee	10,050																							
Architects	58,437		58,437																					
QS	48,697		48,697																					
Planning Consultants	9,739		9,739																					
Other Professional	19,479		19,479																					
Build Cost - BCIS Base	0	81,181	243,543		405,904	487,085	365,314	202,952	40,590	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL																								
Contingency	0	4,059	12,177		20,295	24,354	18,266	10,148	2,030	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	10,268	20,537	20,537	20,537	5,134	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,567	5,134	5,134	5,134	1,284	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	198,859	0	256,593	255,720	426,200	511,440	396,415	238,771	68,291	25,671	6,418	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	635,567				24,427	32,313	41,828	40,513	27,430	11,136	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest		14,602	14,858	19,608																				
Profit on Costs																								
Profit on GDV																								603,989
Cash Flow	-834,426	-14,602	-271,451	-275,328	-450,626	-543,752	75,176	747,556	931,118	990,032	250,292	0	0	0	0	0	0	0	0	0	0	0	0	-603,989
Opening Balance	0																							
Closing Balance	-834,426	-849,028	-1,120,479	-1,395,807	-1,846,433	-2,390,185	-2,315,009	-1,567,454	-636,336	353,697	603,989	603,989	603,989	603,989	603,989	603,989	603,989	603,989	603,989	603,989	603,989	603,989	603,989	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	513,420	1,026,839	1,026,839	1,026,839	256,710	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	176,400																							
Stamp Duty	7,056	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	2,646	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	10,050	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	58,437	0	58,437	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	48,697	0	48,697	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	9,739	0	9,739	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	19,479	0	19,479	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	81,181	243,543	405,904	487,085	365,314	202,952	40,590	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106			81,181	243,543	4,000	8,000																		

INCOME	Av Size m2	%	Number	Price €/m2	GDV £	GIA m2
Market Housing	69.3	60%	14	2,050	2,045,490	998
Shared Ownership	69.3	0%	0	1,435	0	0
Affordable Rent	69.3	40%	10	1,093	727,064	665
Social Rent	69.3	0%	0	1,128	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.40 ha		60	/ha	2,772,554	1,663

Sales per Quarter	4
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	98,256	245,641
Alternative Use Value	140,000	350,000
Uplift	28,000	70,000
Plus /ha	0	0
Viability Threshold	168,000	420,000

Additional Profit -71,230 -71 €/m2

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			
LAND		/unit or m2	Total
Land		4,094	98,256
Stamp Duty			0
Easements etc.			0
Legals Acquisition	1.50%	1,474	1,474
PLANNING			
Planning Fee		8,040	8,040
Architects	6.00%	105,182	105,182
QS / PM	5.00%	87,652	87,652
Planning Consultants	1.00%	17,530	17,530
Other Professional	2.00%	35,061	253,465
CONSTRUCTION			
Build Cost - BCIS Based		933	1,551,465
s106 / CIL	1.000	24,000	24,000
Contingency	5.00%	77,573	77,573
Abnormals		100,000	1,753,038
FINANCE			
Fees		10,000	10,000
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	55,451	55,451
Legals	0.5%	13,863	13,863
Misc.		5,000	74,314
Developers Profit			2,198,048
% of costs (before interest)	20.00%		439,610
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	24		8,040
No dwgs under 1	24	335.00	8,040
No dwgs over 5k	0	100.00	0
Total			8,040

Stamp duty calc - Residual			
Land payment			
125,000	0%	0%	0
250,000	1%	0%	2,500
500,000	3%	0%	15,000
1,000,000	4%	0%	40,000
above	5%	0%	0
Total			98,256

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	0%	0
250,000	1%	0%	2,500
500,000	3%	0%	15,000
1,000,000	4%	0%	40,000
above	5%	0%	0
Total			168,000

Post CIL s106	1,000	£/ Unit (all)	24,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started		2	4	4	4	4	4	4	2															
Market Housing		0	0	0	0	0	170,458	340,915	340,915	340,915	340,915	340,915	170,458	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	60,589	121,177	121,177	121,177	121,177	121,177	60,589	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	231,046	462,092	462,092	462,092	462,092	462,092	231,046	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	1,474																							
Planning Fee	8,040																							
Architects	52,591		52,591																					
QS	43,826		43,826																					
Planning Consultants	8,765		8,765																					
Other Professional	17,530		17,530																					
Build Cost - BCIS Base	0	43,096	129,289		215,481	258,578	258,578	258,578	215,481	129,289	43,096	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		24,000																						
Contingency	0	2,155	6,464		10,774	12,929	12,929	12,929	10,774	6,464	2,155	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	2,778	8,333		13,889	16,667	16,667	16,667	13,889	8,333	2,778	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	4,621	9,242	9,242	9,242	9,242	9,242	4,621	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,155	2,310	2,310	2,310	2,310	2,310	1,155	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000																					
COSTS BEFORE LAND INT AND PROFIT	149,727	0	199,742	144,087	240,144	288,173	293,949	299,725	251,697	155,639	59,581	11,552	5,776	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	98,256																							
Interest		4,340	4,416	7,988	10,650	15,039	20,345	21,802	19,342	15,998	10,915	4,062	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								439,610
Cash Flow	-247,983	-4,340	-204,157	-152,075	-250,794	-303,212	-83,248	140,565	191,054	290,455	391,596	446,478	225,270	0	0	0	0	0	0	0	0	0	0	-439,610
Opening Balance	0																							
Closing Balance	-247,983	-252,323	-456,480	-608,555	-859,349	-1,162,560	-1,245,808	-1,105,243	-914,189	-623,734	-232,138	214,340	439,610	439,610	439,610	439,610	439,610	439,610	439,610	439,610	439,610	439,610	439,610	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	231,046	462,092	462,092	462,092	462,092	462,092	231,046	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	168,000																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	2,520	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	8,040	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	52,591	0	52,591	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	43,826	0	43,826	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	8,765	0	8,765	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	17,530	0	17,530	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	43,096	129,289	215,481	258,578	258,578	258,578	215,481	129,289	43,096	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-71,																					

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	86.8	70%	8	2,250	1,639,575	729
Shared Ownership	86.8	0%	0	1,575	0	0
Affordable Rent	86.8	30%	4	1,093	341,344	312
Social Rent	86.8	0%	0	1,238	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.30 ha		40	/ha	1,980,919	1,041

Sales per Quarter	2
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	321,398	1,071,326
Alternative Use Value	15,000	50,000
Uplift	3,000	10,000
Plus /ha	250,000	250,000
Viability Threshold	93,000	310,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	246,637	338 £/m2
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DEVELOPMENT COSTS			
LAND	/unit or m2	Total	
Land	26,783	9,642	321,398
Stamp Duty		0	
Easements etc.		0	
Legals Acquisition	1.50%	4,821	14,463
PLANNING			
Planning Fee		4,020	
Architects	6.00%	60,043	
QS / PM	5.00%	50,036	
Planning Consultants	1.00%	10,007	
Other Professional	2.00%	20,014	144,120
CONSTRUCTION			
Build Cost - BCIS Based	927	964,597	
s106 / CIL	1,000	12,000	
Contingency	2.50%	24,115	
Abnormals		0	1,000,712
FINANCE			
Fees		10,000	
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	39,618	
Legals	0.5%	9,905	1,552,716
Misc.		5,000	
Developers Profit			310,543
% of costs (before interest)	20.00%		0
% of GDV	0.00%		

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	12		4,020
No dwgs under 1	12	335.00	0
No dwgs over 5k	0	100.00	0
Total			4,020

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
Total			9,642

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
Total			2,790

Post CIL s106	1,000	£/ Unit (all)	12,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started		2	2	2	2	2	2	2																
Market Housing		0	0	0	0	0	273,263	273,263	273,263	273,263	273,263	273,263	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	56,891	56,891	56,891	56,891	56,891	56,891	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	330,153	330,153	330,153	330,153	330,153	330,153	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	9,642																							
Easements etc.	0																							
Legals Acquisition	4,821																							
Planning Fee	4,020																							
Architects	30,021		30,021																					
QS	25,018		25,018																					
Planning Consultants	5,004		5,004																					
Other Professional	10,007		10,007																					
Build Cost - BCIS Base	0	53,589	107,177		160,766	160,766	160,766	160,766	107,177	53,589	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL																								
Contingency	0	1,340	2,679		4,019	4,019	4,019	4,019	2,679	1,340	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	6,603	6,603	6,603	6,603	6,603	6,603	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,651	1,651	1,651	1,651	1,651	1,651	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	106,033	0	141,978	109,857	164,785	164,785	173,039	173,039	118,111	63,182	8,254	8,254	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	321,398				12,330	15,430	18,584	16,159	13,693	10,221	5,728	195	0	0	0	0	0	0	0	0	0	0	0	0
Interest		7,480	7,611	10,229																				
Profit on Costs																								
Profit on GDV																								310,543
Cash Flow	-427,431	-7,480	-149,589	-120,086	-177,116	-180,215	138,530	140,955	198,350	256,749	316,171	321,704	0	0	0	0	0	0	0	0	0	0	0	-310,543
Opening Balance	0																							
Closing Balance	-427,431	-434,911	-584,500	-704,586	-881,701	-1,061,916	-923,386	-782,431	-584,081	-327,332	-11,161	310,543	310,543	310,543	310,543	310,543	310,543	310,543	310,543	310,543	310,543	310,543	310,543	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	330,153	330,153	330,153	330,153	330,153	330,153	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	93,000																							
Stamp Duty	2,790	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,395	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	4,020	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	30,021	0	30,021	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	25,018	0	25,018	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	5,004	0	5,004	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	10,007	0	10,007	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	53,589	107,177	160,766	160,766	160,766	160,766	107,177	53,589	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106			2,000	2,000	2,0																			

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	80.4	80%	8	2,100	1,350,720	643
Shared Ownership	80.4	0%	0	1,470	0	0
Affordable Rent	80.4	20%	2	1,093	175,754	161
Social Rent	80.4	0%	0	1,155	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.20 ha		50	/ha	1,526,474	804

Sales per Quarter	5
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	168,826	844,132
Alternative Use Value	70,000	350,000
Uplift	14,000	70,000
Plus /ha	0	0
Viability Threshold	84,000	420,000

Additional Profit	89,991	140	£/m2
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RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			
LAND	/unit or m2	Total	
Land	16,853	1,688	168,826
Stamp Duty		0	
Easements etc.		0	
Legals Acquisition	1.50%	2,532	4,221
PLANNING			
Planning Fee		3,350	
Architects	6.00%	50,913	
QS / PM	5.00%	42,427	
Planning Consultants	1.00%	8,485	
Other Professional	2.00%	16,971	122,146
CONSTRUCTION			
Build Cost - BCIS Based	993	798,613	
s106 / CIL	1,000	10,000	
Contingency	5.00%	39,931	
Abnormals		0	848,544
FINANCE			
Fees		10,000	
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	30,529	
Legals	0.5%	7,632	1,204,399
Misc.		5,000	
Developers Profit			
% of costs (before interest)	20.00%		240,880
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	10		
No dwgs under 1	10	335.00	3,350
No dwgs over 50	0	100.00	0
Total			3,350

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	1%	
Total			1,688

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	1%	
Total			840

Post CIL s106	1,000	£/ Unit (all)	10,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started	2		5		3																			
Market Housing																								
Shared Ownership																								
Affordable Rent																								
Social Rent																								
Grant and Subsidy																								
INCOME	0	0	0	0	0	0	305,295	763,237	457,942	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	1,688																							
Easements etc.	0																							
Legals Acquisition	2,532																							
Planning Fee	3,350																							
Architects	25,456		25,456																					
QS	21,214		21,214																					
Planning Consultants	4,243		4,243																					
Other Professional	8,485		8,485																					
Build Cost - BCIS Base	0	53,241	186,343	266,204	212,964	79,861	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
s106/CIL	0	10,000		13,310	10,648	3,993	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Contingency	0	2,662	9,317	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	6,106	15,265	9,159	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals	0	0	0	0	0	0	1,526	3,816	2,290	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Misc.	0	0	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
COSTS BEFORE LAND INT AND PROFIT	84,469	0	130,301	195,660	279,515	223,612	91,487	19,081	11,449	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	168,826																							
Interest	4,433	4,510	6,869	10,414	15,487	19,672	16,274	3,536	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Profit on Costs																								
Profit on GDV																								
Cash Flow	-253,295	-4,433	-134,811	-202,530	-289,928	-239,099	194,136	727,882	442,957	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Opening Balance	0																							
Closing Balance	-253,295	-257,728	-392,539	-595,069	-884,997	-1,124,096	-929,960	-202,078	240,880	240,880	240,880	240,880	240,880	240,880	240,880	240,880	240,880	240,880	240,880	240,880	240,880	240,880	240,880	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	305,295	763,237	457,942	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	84,000																							
Stamp Duty	840	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals Acquisition	1,260	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Fee	3,350	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Architects	25,456	0	25,456	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
QS	21,214	0	21,214	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Consultants	4,243	0	4,243	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Other Professional	8,485	0	8,485	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Build Cost - BCIS Base	0	0	53,241	186,343	266,204	212,964	79,861	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
POTENTIAL CIL																								
Post CIL s106	0	0	89,991	0	2,000	5,000	3,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Contingency	0	0	2,662	9,317	13,310	10,648	3,993	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Agents	0	0	0	0	0	0	6,106	15,265	9,159	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals	0	0	0	0	0	0	1,526	3,816	2,290	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Misc.	0	0	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
COSTS BEFORE LAND INT AND PROFIT	166,348	0	210,292	195,660	281,515	228,612	94,487	19,081	11,449	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation																								
Interest																								
Profit on cost																								
Profit on GDV	2,911	2,962	6,694	10,235	15,341	19,610	16,264	3,526	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Cash Flow	-166,348	-2,911	-213,254	-202,354	-291,750	-243,952	191,198	727,892	442,968	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Opening Balance	0																							
Closing Balance	-166,348	-169,259	-382,513	-584,867	-876,617	-1,120,570	-929,372	-201,479	241,489	241,489	241,489	241,489	241,489	241,489	241,489	241,489	241,489	241,489	241,489	241,489	241,489	241,489	241,489	0

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	84.6	80%	4	2,350	795,240	338
Shared Ownership	84.6	0%	0	1,645	0	0
Affordable Rent	84.6	20%	1	1,093	92,468	85
Social Rent	84.6	0%	0	1,293	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.12 ha		42	/ha	887,708	423

Sales per Quarter	2
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	160,057	1,333,809
Alternative Use Value	42,000	350,000
Uplift	8,400	70,000
Plus /ha	0	0
Viability Threshold	50,400	420,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	115,989	343 £/m2
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DEVELOPMENT COSTS			
LAND	/unit or m2	Total	
Land	32,011	1,601	160,057
Stamp Duty		0	
Easements etc.		0	
Legals Acquisition	1.50%	2,401	4,001
PLANNING			
Planning Fee		1,675	
Architects	6.00%	25,549	
QS / PM	5.00%	21,291	
Planning Consultants	1.00%	4,258	
Other Professional	2.00%	8,516	61,290
CONSTRUCTION			
Build Cost - BCIS Based	891	376,971	
s106 / CIL	1,000	5,000	
Contingency	5.00%	18,849	
Abnormals		25,000	425,820
FINANCE			
Fees		10,000	
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	17,754	
Legals	0.5%	4,439	
Misc.		5,000	27,193
Developers Profit			695,861
% of costs (before interest)	20.00%		139,172
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	5		1,675
No dwgs under 1	5	335.00	1,675
No dwgs over 5k	0	100.00	0
Total			1,675

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	1%	
Total			1,601

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	1%	
Total			504

Post CIL s106	1,000	£/ Unit (all)	5,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			1	2	2																			
Market Housing			0	0	0	0	159,048	318,096	318,096	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	18,494	36,987	36,987	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	177,542	355,083	355,083	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	1,601																							
Easements etc.	0																							
Legals Acquisition	2,401																							
Planning Fee	1,675																							
Architects	12,775			12,775																				
QS	10,645			10,645																				
Planning Consultants	2,129			2,129																				
Other Professional	4,258			4,258																				
Build Cost - BCIS Base		0	25,131	75,394	125,657	100,526	50,263	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL			5,000		5,000				5,000				5,000				5,000				5,000			
Contingency		0	1,257	3,770	6,283	5,026	2,513	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	1,667	5,000	8,333	6,667	3,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	3,551	7,102	7,102	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	888	1,775	1,775	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	52,984	0	67,862	84,164	140,273	112,219	60,548	8,877	8,877	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	160,057				6,609	9,179	11,304	9,454	3,561	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest		3,728	3,793	5,047																				
Profit on Costs																								
Profit on GDV																								139,172
Cash Flow	-213,041	-3,728	-71,655	-89,211	-146,882	-121,398	105,690	336,752	342,645	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-139,172
Opening Balance	0																							
Closing Balance	-213,041	-216,769	-288,425	-377,636	-524,518	-645,915	-540,225	-203,473	139,172	139,172	139,172	139,172	139,172	139,172	139,172	139,172	139,172	139,172	139,172	139,172	139,172	139,172	139,172	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	177,542	355,083	355,083	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	50,400																							
Stamp Duty	504	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	756	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	1,675	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	12,775	0	12,775	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	10,645	0	10,645	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	2,129	0	2,129	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	4,258	0	4,258	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	25,131	75,394	125,657	100,526	50,263	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			115,989																					
Post CIL s106			1,000	2,000	2,000	2,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	1,257	3,																				

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	83.5	100%	4	3,000	1,002,000	334
Shared Ownership	83.5	0%	0	2,100	0	0
Affordable Rent	83.5	0%	0	1,093	0	0
Social Rent	83.5	0%	0	1,650	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.10 ha		40	£/ha	1,002,000	334

Sales per Quarter	2
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	372,900	3,728,997
Alternative Use Value	75,000	750,000
Uplift	15,000	150,000
Plus /ha	0	0
Viability Threshold	90,000	900,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	304,646	912 £/m2
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DEVELOPMENT COSTS			
LAND	/unit or m2	Total	
Land	93,225	11,187	372,900
Stamp Duty		0	
Easements etc.		0	
Legals Acquisition	1.50%	5,593	16,780
PLANNING			
Planning Fee		1,340	
Architects	6.00%	17,750	
QS / PM	5.00%	14,792	
Planning Consultants	1.00%	2,958	
Other Professional	2.00%	5,917	42,756
CONSTRUCTION			
Build Cost - BCIS Based	852	284,714	
s106 / CIL	1,000	4,000	
Contingency	2.50%	7,118	
Abnormals		0	295,832
FINANCE			
Fees		10,000	
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	20,040	
Legals	0.5%	5,010	
Misc.		5,000	30,050
Developers Profit			775,819
% of costs (before interest)	20.00%		155,164
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	4		1,340
No dwgs under 1	4	335.00	1,340
No dwgs over 5k	0	100.00	0
Total			1,340

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
Total			11,187

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
Total			2,700

Post CIL s106	1,000	£/ Unit (all)	4,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			1	2	1																			
Market Housing	0	0	0	0	0	0	250,500	501,000	250,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	250,500	501,000	250,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	11,187																							
Easements etc.	0																							
Legals Acquisition	5,593																							
Planning Fee	1,340																							
Architects	8,875		8,875																					
QS	7,396		7,396																					
Planning Consultants	1,479		1,479																					
Other Professional	2,958		2,958																					
Build Cost - BCIS Base		0	23,726	71,179	94,905	71,179	23,726	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL			4,000				4,000																	
Contingency		0	593	1,779	2,373	1,779	593	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	5,010	10,020	5,010	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,253	2,505	1,253	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000		0	0			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	56,329	0	54,028	72,958	97,277	72,958	30,582	12,525	6,263	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land		372,900			10,152	12,032	13,519	9,907	1,532	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest		7,511	7,643	8,722																				
Profit on Costs																								
Profit on GDV																								155,164
Cash Flow	-429,228	-7,511	-61,671	-81,680	-107,429	-84,990	206,399	478,568	242,706	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-155,164
Opening Balance	0																							
Closing Balance	-429,228	-436,740	-498,410	-580,091	-687,520	-772,509	-566,110	-87,542	155,164	155,164	155,164	155,164	155,164	155,164	155,164	155,164	155,164	155,164	155,164	155,164	155,164	155,164	155,164	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	250,500	501,000	250,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	90,000																							
Stamp Duty	2,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,350	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	1,340	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	8,875	0	8,875	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	7,396	0	7,396	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	1,479	0	1,479	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	2,958	0	2,958	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	23,726	71,179	94,905	71,179	23,726	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			304,646				1,000	2,000	1,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106																								
Contingency	0	0	593	1,779	2,373	1,779	593	0	0	0	0	0	0	0	0	0</								

Wychavon
Results

		Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16
		SUE 1	SUE 2	Greenfield 1	Greenfield 2	Greenfield 3	Brownfield redev. L		Brownfield redev. M	Medium Brownfield	Medium greenfield	Urban edge	Town centre flats	Ex garage site	Town Village Infill	Small Village Scheme	Village House
Gross Site Area	ha	14.17	13.33	6.25	4.17	3.00	1.40		0.42	0.40	0.57	0.30	0.20	0.12	0.10	0.10	0.10
Net Site Area	ha	8.50	8.00	3.75	2.50	1.80	1.40		0.42	0.40	0.57	0.30	0.20	0.12	0.10	0.10	0.10
Units		314	250.00	133.00	88.00	81.00	70.00		30.00	24.00	24.00	12.00	10.00	5.00	4.00	3.00	1.00
Mix	Market	60.00%	60.00%	60.00%	60.00%	60.00%	60.00%		60.00%	60.00%	60.00%	70.00%	80.00%	80.00%	100.00%	100.00%	100.00%
	Intermediate to Buy	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Affordable Rent	40.00%	40.00%	40.00%	40.00%	40.00%	40.00%		40.00%	40.00%	40.00%	30.00%	20.00%	20.00%	0.00%	0.00%	0.00%
	Social Rent	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Alternative Land Val	£/ha	25,000	25,000	25,000	25,000	25,000	350,000		350,000	350,000	25,000	50,000	350,000	350,000	750,000	50,000	50,000
	£ site	354,167	333,333	156,250	104,167	75,000	490,000		147,000	140,000	14,250	15,000	70,000	42,000	75,000	5,000	5,000
Uplift	£/ha	255,000	255,000	255,000	255,000	255,000	70,000		70,000	70,000	255,000	260,000	70,000	70,000	150,000	260,000	260,000
	£ site	3,612,500	3,400,000	1,593,750	1,062,500	765,000	98,000		29,400	28,000	145,350	78,000	14,000	8,400	15,000	26,000	26,000
Viability Threshold	£/ha	280,000	280,000	280,000	280,000	280,000	420,000		420,000	420,000	280,000	310,000	420,000	420,000	900,000	310,000	310,000
	£ site	3,966,667	3,733,333	1,750,000	1,166,667	840,000	588,000		176,400	168,000	159,600	93,000	84,000	50,400	90,000	31,000	31,000
Residual Value	£/ha	195,205	203,879	405,338	478,409	769,128	906,356		1,513,254	245,641	419,301	1,071,326	844,132	1,333,809	3,728,997	2,651,247	1,398,921
	£ site	2,765,400	2,718,389	2,533,361	1,993,373	2,307,385	1,268,899		635,567	98,256	239,001	321,398	168,826	160,057	372,900	265,125	139,892
Additional Profit	£/ha	-90,093	-81,412	140,321	219,766	538,710	538,116		1,191,903	-178,075	149,456	822,123	449,955	966,577	3,046,455	2,520,743	1,149,641
	£ site	-1,276,314	-1,085,487	877,008	915,693	1,616,130	753,363		500,599	-71,230	85,190	246,637	89,991	115,989	304,646	252,074	114,964
	£/Unit	-4,065	-4,342	6,594	10,406	19,952	10,762		16,687	-2,968	3,550	20,553	8,999	23,198	76,161	84,025	114,964
	£/m2	-83	-87	119	182	422	228		394	-71	65	338	140	343	912	913	1,036

HDH Planning and Development

Worcestershire CIL Viability Study

Jointly commissioned by Bromsgrove, Malvern Hills, Redditch, Worcester, Wychavon and Wyre Forest Councils

Draft assumptions, appraisals and findings

Wyre Forest Affordable Targets

Private and Confidential.

Wyre Forest
Inputs

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16
Site Area - GROSS	ha		14.17	13.33	6.25	4.17	3.00	1.40	0.60	0.42	0.40	0.57	0.30	0.20	0.12	0.10	0.10	0.10
Units			314.00	250.00	133.00	88.00	81.00	70.00	60.00	30.00	24.00	24.00	12.00	10.00	5.00	4.00	3.00	1.00
Average Unit Size	m2		81.92	82.92	92.49	95.18	78.84	78.84	76.43	70.63	69.29	90.46	86.75	80.40	84.60	83.50	92.00	111.00
Mix	Intermediate to Buy		0.00%	0.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	0.00%	0.00%	0.00%	0.00%
	Affordable Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Social Rent		0.00%	0.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	0.00%	0.00%	0.00%	0.00%
Price	Market	£/m2	0	0	2,250	1,950	2,025	2,150	2,300	1,850	1,650	2,300	2,250	2,350	2,000	2,500	2,400	3,000
	Intermediate to Buy	£/m2	0	0	1,575	1,365	1,418	1,505	1,610	1,295	1,155	1,610	1,575	1,645	1,400	1,750	1,680	2,100
	Affordable Rent	£/m2	0	0	1,007	1,007	1,007	1,007	1,007	1,007	1,007	1,007	1,007	1,007	1,007	1,007	1,007	1,007
	Social Rent	£/m2	0	0	1,238	1,073	1,114	1,183	1,265	1,018	908	1,265	1,238	1,293	1,100	1,375	1,320	1,650
Grant and Subsidy	Intermediate to Buy	£/unit																
	Affordable Rent	£/unit																
	Social Rent	£/unit																
Sales per Quarter			20	20	9	9	12	8	12	8	4	6	2	5	2	2	2	1
Unit Build Time			3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Alternative Use Value	£/ha		25,000	25,000	25,000	25,000	25,000	350,000	350,000	350,000	350,000	25,000	50,000	350,000	350,000	750,000	50,000	50,000
Up Lift %	%		20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
Additional Uplift	£/ha		250,000	250,000	250,000	250,000	250,000	0	0	0	0	250,000	250,000	0	0	0	250,000	250,000
Easements etc	£		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	% land		1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%
Planning Fee	<50	£/unit	335	335	335	335	335	335	335	335	335	335	335	335	335	335	335	335
	>50	£/unit	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Architects	%		6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
QS / PM	%		5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%
Planning Consultants	%		1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
Other Professional	%		2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
Build Cost - BCIS Based	£/m2		924	925	911	906	895	953	1,298	862	933	875	927	993	891	852	990	968
Pre CIL s106	£/Unit		1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
Post CIL s106	£/Unit		1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
Contingency	%		2.5%	2.5%	2.5%	2.5%	2.5%	5.0%	5.0%	5.0%	5.0%	2.5%	2.5%	5.0%	5.0%	2.5%	2.5%	2.5%
Abnormals	%		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	£/site		1,000,000	750,000	0	0	0	200,000	0	0	100,000	0	0	0	25,000	0	0	0
FINANCE	Fees	£	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Interest	%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%
	Legal and Valuation	£	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500
SALES	Agents	%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
	Legals	%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%
	Misc.	£	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Developers Profit	% of costs (before interest)		20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
	% of GDV		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

Wyre Forest
Site 1

INCOME	Av Size m2	%	Number	Price €/m2	GDV £	GIA m2
Market Housing	81.9	100%	314	0	0	25,723
Shared Ownership	81.9	0%	0	0	0	0
Affordable Rent	81.9	0%	0	0	0	0
Social Rent	81.9	0%	0	0	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	14.17 ha		22	/ha	0	25,723

Sales per Quarter	20
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	-28,968,062	-2,044,804
Alternative Use Value	354,167	25,000
Uplift	70,833	5,000
Plus /ha	250,000	3,541,667
Viability Threshold	3,966,667	280,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	-33,605,465	-1,306 €/m2
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DEVELOPMENT COSTS			
LAND		/unit or m2	Total
Land		-92,255	-28,968,062
Stamp Duty			0
Easements etc.			0
Legals Acquisition	1.50%	-434,521	-434,521
PLANNING			
Planning Fee			114,840
Architects	6.00%	1,540,276	
QS / PM	5.00%	1,283,563	
Planning Consultants	1.00%	256,713	
Other Professional	2.00%	513,425	3,708,817
CONSTRUCTION			
Build Cost - BCIS Based		924	23,763,186
s106 / CIL	1.000	314,000	
Contingency	2.50%	594,080	
Abnormals		1,000,000	25,671,266
FINANCE			
Fees			10,000
Interest	7.00%		17,500
Legal and Valuation		7,500	
SALES			
Agents	2.0%		0
Legals	0.5%		0
Misc.		5,000	5,000
Developers Profit			
% of costs (before interest)	20.00%		0
% of GDV	0.00%		0

Planning fee calc			
	dwgs	rate	
Planning app fee	314		
No dwgs	264	335	88,440
No dwgs under 1	264	100	26,400
No dwgs over 5k	264		
Total			114,840

Stamp duty calc - Residual			
Land payment			
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
Total			0

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
Total			0

Post CIL s106	1,000	£/ Unit (all)	314,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			9	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	5					
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	-434,521	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	114,840	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	770,138	0	770,138	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	641,782	0	641,782	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	128,356	0	128,356	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	256,713	0	256,713	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	227,037	731,563	1,236,089	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,513,579	1,135,184	630,658	126,132	0	0	0
s106/CIL	0	0	314,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	5,676	18,289	30,902	37,839	37,839	37,839	37,839	37,839	37,839	37,839	37,839	37,839	37,839	37,839	37,839	37,839	28,380	15,766	3,153	0	0	0
Abnormals	0	0	9,554	30,786	52,017	63,694	63,694	63,694	63,694	63,694	63,694	63,694	63,694	63,694	63,694	63,694	63,694	63,694	47,771	26,539	5,308	0	0	0
Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	1,494,808	0	2,358,255	780,638	1,319,009	1,615,112	1,615,112	1,615,112	1,615,112	1,615,112	1,615,112	1,615,112	1,615,112	1,615,112	1,615,112	1,615,112	1,615,112	1,615,112	1,211,334	672,964	134,593	0	0	0
For Residual Valuation																								
Land	-28,968,062	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on GDV	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Cash Flow	27,473,254	0	-2,358,255	-780,638	-1,319,009	-1,615,112	-1,615,112	-1,615,112	-1,615,112	-1,615,112	-1,615,112	-1,615,112	-1,615,112	-1,615,112	-1,615,112	-1,615,112	-1,615,112	-1,615,112	-1,211,334	-672,964	-134,593	0	0	0
Opening Balance	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Closing Balance	27,473,254	27,473,254	25,114,999	24,334,361	23,015,353	21,400,240	19,785,128	18,170,015	16,554,903	14,939,790	13,324,678	11,709,565	10,094,453	8,479,340	6,864,228	5,249,116	3,634,003	2,018,891	807,556	134,593	0	0	0	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	3,966,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	59,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	114,840	0	0	0	0	0	0	0	0	0	0	0	0	0	0									

Wyre Forest
Site 3

INCOME	Av Size m2	%	Number	Price €/m2	GDV £	GIA m2
Market Housing	92.5	70%	93	2,250	19,374,075	8,611
Shared Ownership	92.5	9%	12	1,575	1,743,667	1,107
Affordable Rent	92.5	0%	0	1,007	0	0
Social Rent	92.5	21%	28	1,238	3,196,722	2,583
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	6.25 ha		21	1/ha	24,314,464	12,301

Sales per Quarter	9
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	4,478,361	716,538
Alternative Use Value	156,250	25,000
Uplift	31,250	5,000
Plus /ha	250,000	250,000
Viability Threshold	1,750,000	280,000

Additional Profit 3,011,944 350 €/m2

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			
LAND		/unit or m2	Total
Land		33,672	4,478,361
Stamp Duty			223,918
Easements etc.			0
Legals Acquisition	1.50%	67,175	291,093
PLANNING			
Planning Fee			36,105
Architects	6.00%	697,476	
QS / PM	5.00%	581,230	
Planning Consultants	1.00%	116,246	
Other Professional	2.00%	232,492	1,663,549
CONSTRUCTION			
Build Cost - BCIS Based	911	11,211,320	
s106 / CIL	1,000	133,000	
Contingency	2.50%	280,283	
Abnormals		0	11,624,603
FINANCE			
Fees			10,000
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	486,289	
Legals	0.5%	121,572	
Misc.		5,000	612,862
Developers Profit			18,687,969
% of costs (before interest)	20.00%		3,737,594
% of GDV	0.00%		0

Planning fee calc			
	dwgs	rate	
Planning app fee	133		
No dwgs	83	335.00	27,805
No dwgs under 1	83	100.00	8,300
No dwgs over 5k	83		
Total			36,105

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			223,918

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			87,500

Post CIL s106	1,000	£/Unit (all)	133,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			4	9	9	9	9	9	9	9	9	9	9	9	9	9	9	3						
Market Housing			0	0	0	0	582,679	1,311,028	1,311,028	1,311,028	1,311,028	1,311,028	1,311,028	1,311,028	1,311,028	1,311,028	1,311,028	1,311,028	1,311,028	1,311,028	1,311,028	437,009	0	0
Shared Ownership			0	0	0	0	52,441	117,992	117,992	117,992	117,992	117,992	117,992	117,992	117,992	117,992	117,992	117,992	117,992	117,992	117,992	39,331	0	0
Affordable Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	96,142	216,320	216,320	216,320	216,320	216,320	216,320	216,320	216,320	216,320	216,320	216,320	216,320	216,320	216,320	72,107	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	731,262	1,645,340	1,645,340	1,645,340	1,645,340	1,645,340	1,645,340	1,645,340	1,645,340	1,645,340	1,645,340	1,645,340	1,645,340	1,645,340	1,645,340	548,447	0	0
EXPENDITURE																								
Stamp Duty	223,918																							
Easements etc.	0																							
Legals Acquisition	67,175																							
Planning Fee	36,105																							
Architects	348,738			348,738																				
QS	290,615			290,615																				
Planning Consultants	58,123			58,123																				
Other Professional	116,246			116,246																				
Build Cost - BCIS Base	0	0	112,394	365,281	618,168	758,661	758,661	758,661	758,661	758,661	758,661	758,661	758,661	758,661	758,661	758,661	758,661	590,069	337,183	84,296	0	0	0	0
s106/CIL	0	0	133,000		0	0			0	0			0	0			0	0			0	0		
Contingency	0	0	2,810	9,132	15,454	18,967	18,967	18,967	18,967	18,967	18,967	18,967	18,967	18,967	18,967	18,967	18,967	14,752	8,430	2,107	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	14,625	32,907	32,907	32,907	32,907	32,907	32,907	32,907	32,907	32,907	32,907	32,907	32,907	32,907	32,907	10,969	0	0
Legals	0	0	0	0	0	0	3,656	8,227	8,227	8,227	8,227	8,227	8,227	8,227	8,227	8,227	8,227	8,227	8,227	8,227	8,227	2,742	0	0
Misc.	0	0	5,000		0	0			0	0			0	0			0	0			0	0		
COSTS BEFORE LAND INT AND PROFIT	1,158,421	0	1,066,926	374,413	633,622	777,627	795,909	818,761	818,761	818,761	818,761	818,761	818,761	818,761	818,761	818,761	818,761	645,955	386,746	127,537	41,133	13,711	0	0
For Residual Valuation																								
Land	4,478,361																							
Interest		98,644	100,370	120,798	129,464	142,818	158,926	162,838	151,223	139,404	127,378	115,142	102,692	90,024	77,135	64,019	50,674	37,096	20,256	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								
Cash Flow	-5,636,782	-98,644	-1,167,296	-495,211	-763,086	-920,445	-223,572	663,741	675,356	687,175	699,201	711,437	723,887	736,555	749,444	762,560	775,904	962,289	1,238,338	1,517,803	1,604,206	534,735	0	-3,737,594
Opening Balance	0																							
Closing Balance	-5,636,782	-5,735,426	-6,902,722	-7,397,933	-8,161,019	-9,081,464	-9,305,036	-8,641,296	-7,965,939	-7,278,765	-6,579,564	-5,868,128	-5,144,241	-4,407,686	-3,658,242	-2,895,682	-2,119,778	-1,157,489	80,849	1,598,652	3,202,858	3,737,594	3,737,594	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	731,262	1,645,340	1,645,340	1,645,340	1,645,340	1,645,340	1,645,340	1,645,340	1,645,340	1,645,340	1,645,340	1,645,340	1,645,340	1,645,340	1,645,340	548,447	0	0
EXPENDITURE																								
Land	1,750,000																							
Stamp Duty	87,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	26,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	36,105	0	0	0	0	0	0	0</																

Wyre Forest
Site 4

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	95.2	70%	62	1,950	11,433,240	5,863
Shared Ownership	95.2	9%	8	1,365	1,028,992	754
Affordable Rent	95.2	0%	0	1,007	0	0
Social Rent	95.2	21%	18	1,073	1,886,485	1,759
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	4.17 ha		21	1/ha	14,348,716	8,376

Sales per Quarter	9
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	1,751,681	420,403
Alternative Use Value	104,167	25,000
Uplift	20,833	5,000
Plus /ha	250,000	1,041,667
Viability Threshold	1,166,667	280,000

Additional Profit 650,473 111 £/m2

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			
LAND		/unit or m2	Total
Land		19,905	1,751,681
Stamp Duty			87,584
Easements etc.			0
Legals Acquisition	1.50%		26,275
PLANNING			
Planning Fee			16,530
Architects	6.00%		471,848
QS / PM	5.00%		393,206
Planning Consultants	1.00%		78,641
Other Professional	2.00%		157,283
CONSTRUCTION			
Build Cost - BCIS Based		906	7,586,467
s106 / CIL		1,000	88,000
Contingency	2.50%		189,662
Abnormals			0
FINANCE			
Fees			10,000
Interest	7.00%		17,500
Legal and Valuation			7,500
SALES			
Agents	2.0%		286,974
Legals	0.5%		71,744
Misc.			5,000
			363,718
			11,228,395
Developers Profit			
% of costs (before interest)	20.00%		2,245,679
% of GDV	0.00%		0

Planning fee calc			
	dwgs	rate	
Planning app fee	88		
No dwgs	38	335.00	12,730
No dwgs under 1	38	100.00	3,800
No dwgs over 5k	38		
Total			16,530

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			87,584

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			58,333

Post CIL s106	1,000	£/ Unit (all)	88,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			4	9	9	9	9	9	9	9	9	9	3											
Market Housing			0	0	0	0	519,693	1,169,309	1,169,309	1,169,309	1,169,309	1,169,309	1,169,309	1,169,309	1,169,309	1,169,309	389,770	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	46,772	105,238	105,238	105,238	105,238	105,238	105,238	105,238	105,238	105,238	35,079	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	85,749	192,936	192,936	192,936	192,936	192,936	192,936	192,936	192,936	192,936	64,312	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	652,214	1,467,482	1,467,482	1,467,482	1,467,482	1,467,482	1,467,482	1,467,482	1,467,482	1,467,482	489,161	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	87,584																							
Easements etc.	0																							
Legals Acquisition	26,275																							
Planning Fee	16,530																							
Architects	235,924			235,924																				
QS	196,603			196,603																				
Planning Consultants	39,321			39,321																				
Other Professional	78,641			78,641																				
Build Cost - BCIS Base	0		114,946	373,576	632,206	775,889	775,889	775,889	775,889	775,889	775,889	775,889	603,469	344,839	86,210	0	0	0	0	0	0	0	0	0
s106/CIL																								
Contingency	0		2,874	9,339	15,805	19,397	19,397	19,397	19,397	19,397	19,397	19,397	15,087	8,621	2,155	0	0	0	0	0	0	0	0	0
Abnormals	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	13,044	29,350	29,350	29,350	29,350	29,350	29,350	29,350	29,350	29,350	9,783	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,261	7,337	7,337	7,337	7,337	7,337	7,337	7,337	7,337	7,337	2,446	0	0	0	0	0	0	0
Misc.	0	0	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	698,378	0	761,309	382,915	648,011	795,286	811,591	831,973	831,973	831,973	831,973	831,973	655,243	390,147	125,052	36,687	12,229	0	0	0	0	0	0	0
For Residual Valuation																								
Land	1,751,681																							
Interest		42,876	43,626	57,713	65,424	77,909	93,190	97,610	88,196	78,618	68,873	58,957	48,867	35,508	17,276	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								2,245,679
Cash Flow	-2,450,059	-42,876	-804,936	-440,628	-713,434	-873,195	-252,567	537,900	547,313	556,891	566,637	576,553	763,373	1,041,827	1,325,154	1,430,795	476,932	0	0	0	0	0	0	-2,245,679
Opening Balance	0																							
Closing Balance	-2,450,059	-2,492,935	-3,297,870	-3,738,499	-4,451,933	-5,325,128	-5,577,694	-5,039,795	-4,492,482	-3,935,591	-3,368,954	-2,792,402	-2,029,029	-987,202	337,952	1,768,747	2,245,679	2,245,679	2,245,679	2,245,679	2,245,679	2,245,679	2,245,679	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	652,214	1,467,482	1,467,482	1,467,482	1,467,482	1,467,482	1,467,482	1,467,482	1,467,482	1,467,482	489,161	0	0	0	0	0	0	0
EXPENDITURE																								
Land	1,166,667																							
Stamp Duty	58,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	17,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	16,530	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	235,924	0	235,924	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	196,603	0	196,603	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	39,321	0	39,321	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				

Wyre Forest
Site 5

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	78.8	70%	57	2,025	9,052,155	4,470
Shared Ownership	78.8	9%	7	1,418	814,694	575
Affordable Rent	78.8	0%	0	1,007	0	0
Social Rent	78.8	21%	17	1,114	1,493,606	1,341
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	3.00 ha		27	/ha	11,360,455	6,386

Sales per Quarter	12
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	1,505,669	501,890
Alternative Use Value	75,000	25,000
Uplift	15,000	5,000
Plus /ha	250,000	250,000
Viability Threshold	840,000	280,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	736,495	165 £/m2
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DEVELOPMENT COSTS			
LAND	/unit or m2	Total	
Land	18,589	1,505,669	
Stamp Duty		75,283	
Easements etc.		0	
Legals Acquisition	1.50%	22,585	97,868
PLANNING			
Planning Fee		13,485	
Architects	6.00%	367,677	
QS / PM	5.00%	306,397	
Planning Consultants	1.00%	61,279	
Other Professional	2.00%	122,559	871,397
CONSTRUCTION			
Build Cost - BCIS Based	924	5,899,456	
s106 / CIL	1,000	81,000	
Contingency	2.50%	147,486	
Abnormals		0	6,127,942
FINANCE			
Fees		10,000	
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	227,209	
Legals	0.5%	56,802	
Misc.		5,000	289,011
Developers Profit			8,909,388
% of costs (before interest)	20.00%		1,781,878
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	81		
No dwgs under 1	31	335.00	10,385
No dwgs over 50	31	100.00	3,100
Total			13,485

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			75,283

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			42,000

Post CIL s106	1,000	£/ Unit (all)	81,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			6	12	12	12	12	12	12	3														
Market Housing			0	0	0	0	670,530	1,341,060	1,341,060	1,341,060	1,341,060	1,341,060	1,341,060	335,265	0	0	0	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	60,348	120,695	120,695	120,695	120,695	120,695	120,695	30,174	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	110,637	221,275	221,275	221,275	221,275	221,275	221,275	55,319	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	841,515	1,683,030	1,683,030	1,683,030	1,683,030	1,683,030	1,683,030	420,758	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	75,283																							
Easements etc.	0																							
Legals Acquisition	22,585																							
Planning Fee	13,485																							
Architects	183,838		183,838																					
QS	153,199		153,199																					
Planning Consultants	30,640		30,640																					
Other Professional	61,279		61,279																					
Build Cost - BCIS Base	0	145,666	436,997		728,328	873,993	873,993	873,993	873,993	655,495	364,164	72,833	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL																								
Contingency	0	3,642	10,925		18,208	21,850	21,850	21,850	21,850	16,387	9,104	1,821	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	16,830	33,661	33,661	33,661	33,661	33,661	33,661	8,415	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	4,208	8,415	8,415	8,415	8,415	8,415	8,415	2,104	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000																					
COSTS BEFORE LAND INT AND PROFIT	557,809	0	664,263	447,922	746,536	895,843	916,881	937,919	937,919	713,958	415,344	116,729	42,076	10,519	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	1,505,669																							
Interest		36,111	36,743	49,010	57,707	71,781	88,714	91,586	80,149	68,512	52,752	31,491	4,632	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								1,781,878
Cash Flow	-2,063,478	-36,111	-701,006	-496,932	-804,243	-967,624	-164,080	653,525	664,962	900,560	1,214,934	1,534,810	1,636,323	410,239	0	0	0	0	0	0	0	0	0	-1,781,878
Opening Balance	0																							
Closing Balance	-2,063,478	-2,099,589	-2,800,595	-3,297,527	-4,101,770	-5,069,394	-5,233,475	-4,579,949	-3,914,987	-3,014,427	-1,799,493	-264,684	1,371,639	1,781,878	1,781,878	1,781,878	1,781,878	1,781,878	1,781,878	1,781,878	1,781,878	1,781,878	1,781,878	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	841,515	1,683,030	1,683,030	1,683,030	1,683,030	1,683,030	1,683,030	420,758	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	840,000																							
Stamp Duty	42,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	12,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	13,485	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	183,838	0	183,838	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	153,199	0	153,199	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	30,640	0	30,640	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	61,279	0	61,279	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	145,666	436,997	728,328	873,993	873																	

Wyre Forest
Site 7

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	76.4	70%	42	2,300	7,383,460	3,210
Shared Ownership	76.4	9%	5	1,610	664,511	413
Affordable Rent	76.4	0%	0	1,007	0	0
Social Rent	76.4	21%	13	1,265	1,218,271	963
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.60 ha		100	/ha	9,266,242	4,586

Sales per Quarter	12
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	-66,128	-110,214
Alternative Use Value	210,000	350,000
Uplift	42,000	70,000
Plus /ha	0	0
Viability Threshold	252,000	420,000

Additional Profit	-328,789	-102 £/m2
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RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			
LAND		/unit or m2	Total
Land		-1,102	-66,128
Stamp Duty			0
Easements etc.			0
Legals Acquisition	1.50%	-992	-992
PLANNING			
Planning Fee		4,350	4,350
Architects	6.00%	378,616	378,616
QS / PM	5.00%	315,513	315,513
Planning Consultants	1.00%	63,103	63,103
Other Professional	2.00%	126,205	887,786
CONSTRUCTION			
Build Cost - BCIS Based	1,298	5,952,628	5,952,628
s106 / CIL	1,000	60,000	60,000
Contingency	5.00%	297,631	297,631
Abnormals		0	6,310,259
FINANCE			
Fees		10,000	10,000
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	185,325	185,325
Legals	0.5%	46,331	46,331
Misc.		5,000	236,656
Developers Profit			7,385,081
% of costs (before interest)	20.00%		1,477,016
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	60		
No dwgs under 1	10	335.00	3,350
No dwgs over 50	10	100.00	1,000
Total			4,350

Stamp duty calc - Residual			
Land payment			
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
Total			0

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
Total			0

Post CIL s106	1,000	£/ Unit (all)	60,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			6	12	12	12	12	6																
Market Housing			0	0	0	0	738,346	1,476,692	1,476,692	1,476,692	738,346		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	66,451	132,902	132,902	132,902	66,451		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	0	0	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	121,827	243,654	243,654	243,654	121,827		0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	926,624	1,853,248	1,853,248	1,853,248	926,624	0	0	0	0	0	0	0	0	0	0	0	0	
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-992																							
Planning Fee	4,350																							
Architects	189,308			189,308																				
QS	157,756			157,756																				
Planning Consultants	31,551			31,551																				
Other Professional	63,103			63,103																				
Build Cost - BCIS Base	0		198,421	595,263	992,105	1,190,526	1,190,526	992,105	595,263	198,421	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0		60,000		0		60,000		0		60,000		0		60,000		0		60,000		0		60,000	
Contingency	0		9,921	29,763	49,605	59,526	59,526	49,605	29,763	9,921	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0		0	0	0		0	0	0		0	0	0		0	0	0		0	0	0		0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	18,532	37,065	37,065	37,065	18,532		0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	4,633	9,266	9,266	9,266	4,633		0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000		0	0			0	0			0	0			0	0			0	0		
COSTS BEFORE LAND INT AND PROFIT	462,576	0	715,060	625,026	1,041,710	1,250,052	1,273,217	1,088,041	671,357	254,673	46,331	23,166	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	-66,128																							
Interest		6,938	7,059	19,696	30,979	49,751	72,498	79,832	67,838	48,342	21,213	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								1,477,016
Cash Flow	-396,448	-6,938	-722,119	-644,722	-1,072,689	-1,299,803	-419,091	685,376	1,114,054	1,550,234	1,785,705	903,459	0	0	0	0	0	0	0	0	0	0	0	-1,477,016
Opening Balance	0																							
Closing Balance	-396,448	-403,386	-1,125,505	-1,770,227	-2,842,916	-4,142,719	-4,561,810	-3,876,434	-2,762,381	-1,212,147	573,558	1,477,016	1,477,016	1,477,016	1,477,016	1,477,016	1,477,016	1,477,016	1,477,016	1,477,016	1,477,016	1,477,016	1,477,016	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	926,624	1,853,248	1,853,248	1,853,248	926,624	0	0	0	0	0	0	0	0	0	0	0	0	
EXPENDITURE																								
Land	252,000																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	3,780	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	4,350	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	189,308	0	189,308	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	157,756	0	157,756	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	31,551	0	31,551	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	63,103	0	63,103	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	198,421	595,263	992,105	1,190,526	1,190,526	992,105	595,263	198,421	0	0	0	0	0									

Wyre Forest
Site 8

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	70.6	70%	21	1,850	2,744,105	1,483
Shared Ownership	70.6	9%	3	1,295	246,969	191
Affordable Rent	70.6	0%	0	1,007	0	0
Social Rent	70.6	21%	6	1,018	452,777	445
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.42 ha		71	£/ha	3,443,852	2,119

Sales per Quarter	8
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	359,946	857,014
Alternative Use Value	147,000	350,000
Uplift	29,400	70,000
Plus /ha	0	0
Viability Threshold	176,400	420,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	199,207	134 £/m2
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DEVELOPMENT COSTS			
LAND		/unit or m2	Total
Land		11,998	359,946
Stamp Duty			10,798
Easements etc.			0
Legals Acquisition	1.50%	5,399	16,198
PLANNING			
Planning Fee			10,050
Architects	6.00%	116,874	
QS / PM	5.00%	97,395	
Planning Consultants	1.00%	19,479	
Other Professional	2.00%	38,958	282,756
CONSTRUCTION			
Build Cost - BCIS Based		862	1,826,570
s106 / CIL	1.000	30,000	
Contingency	5.00%	91,328	
Abnormals		0	1,947,898
FINANCE			
Fees			10,000
Interest	7.00%		17,500
Legal and Valuation		7,500	
SALES			
Agents	2.0%	68,877	
Legals	0.5%	17,219	
Misc.		5,000	91,096
Developers Profit			2,715,394
% of costs (before interest)	20.00%		543,079
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	30		10,050
No dwgs under 1	30	335.00	0
No dwgs over 50	0	100.00	0
Total			10,050

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
Total			10,798

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
Total			5,292

Post CIL s106	1,000	£/ Unit (all)	30,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			4	8	8	8	2																	
Market Housing			0	0	0	0	365,881	731,761	731,761	731,761	182,940	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	32,929	65,859	65,859	65,859	16,465	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	60,370	120,741	120,741	120,741	30,185	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	459,180	918,360	918,360	918,360	229,590	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	10,798																							
Easements etc.	0																							
Legals Acquisition	5,399																							
Planning Fee	10,050																							
Architects	58,437		58,437																					
QS	48,697		48,697																					
Planning Consultants	9,739		9,739																					
Other Professional	19,479		19,479																					
Build Cost - BCIS Base	0	81,181	243,543		405,904	487,085	365,314	202,952	40,590	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL																								
Contingency	0	4,059	12,177		20,295	24,354	18,266	10,148	2,030	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	9,184	18,367	18,367	18,367	4,592	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,296	4,592	4,592	4,592	1,148	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	180,100	0	256,593	255,720	426,200	511,440	395,059	236,059	65,579	22,959	5,740	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	359,946				19,000	26,791	36,210	35,721	24,406	9,910	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest		9,451	9,616	14,275																				
Profit on Costs																								
Profit on GDV																								543,079
Cash Flow	-540,046	-9,451	-266,209	-269,995	-445,199	-538,230	27,911	646,580	828,375	885,492	223,850	0	0	0	0	0	0	0	0	0	0	0	0	-543,079
Opening Balance	0																							
Closing Balance	-540,046	-549,497	-815,706	-1,085,701	-1,530,900	-2,069,130	-2,041,219	-1,394,639	-566,263	319,228	543,079	543,079	543,079	543,079	543,079	543,079	543,079	543,079	543,079	543,079	543,079	543,079	543,079	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	459,180	918,360	918,360	918,360	229,590	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	176,400																							
Stamp Duty	5,292	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	2,646	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	10,050	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	58,437	0	58,437	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	48,697	0	48,697	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	9,739	0	9,739	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	19,479	0	19,479	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	81,181	243,543	405,904	487,085	365,314	202,952	40,590	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106			81,181	243,543	4,000	8,000</																		

Wyre Forest
Site 9

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	69.3	70%	17	1,650	1,920,765	1,164
Shared Ownership	69.3	9%	2	1,155	172,869	150
Affordable Rent	69.3	0%	0	1,007	0	0
Social Rent	69.3	21%	5	908	316,926	349
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.40 ha		60	/ha	2,410,560	1,663

Sales per Quarter	4
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	-156,536	-391,340
Alternative Use Value	140,000	350,000
Uplift	28,000	70,000
Plus /ha	0	0
Viability Threshold	168,000	420,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	-337,321	-290 £/m2
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DEVELOPMENT COSTS			
LAND	/unit or m2	Total	
Land	-6,522		-156,536
Stamp Duty		0	
Easements etc.		0	
Legals Acquisition	1.50%	-2,348	-2,348
PLANNING			
Planning Fee		8,040	
Architects	6.00%	105,182	
QS / PM	5.00%	87,652	
Planning Consultants	1.00%	17,530	
Other Professional	2.00%	35,061	253,465
CONSTRUCTION			
Build Cost - BCIS Based	933	1,551,465	
s106 / CIL	1,000	24,000	
Contingency	5.00%	77,573	
Abnormals		100,000	1,753,038
FINANCE			
Fees		10,000	
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	48,211	
Legals	0.5%	12,053	
Misc.		5,000	65,264
			1,930,383
Developers Profit			
% of costs (before interest)	20.00%		386,077
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	24		8,040
No dwgs under 1	24	335.00	8,040
No dwgs over 50	0	100.00	0
Total			8,040

Stamp duty calc - Residual			
Land payment			
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
Total			0

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
Total			0

Post CIL s106	1,000	£/ Unit (all)	24,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started		2	4	4	4	4	4	4	2															
Market Housing																								
Shared Ownership																								
Affordable Rent																								
Social Rent																								
Grant and Subsidy																								
INCOME	0	0	0	0	0	0	200,880	401,760	401,760	401,760	401,760	401,760	200,880	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-2,348																							
Planning Fee	8,040																							
Architects	52,591		52,591																					
QS	43,826		43,826																					
Planning Consultants	8,765		8,765																					
Other Professional	17,530		17,530																					
Build Cost - BCIS Base	0	43,096	129,289		215,481	258,578	258,578	258,578	215,481	129,289	43,096	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL																								
Contingency	0	2,155	6,464		10,774	12,929	12,929	12,929	10,774	6,464	2,155	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	2,778	8,333		13,889	16,667	16,667	16,667	13,889	8,333	2,778	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	4,018	8,035	8,035	8,035	8,035	8,035	4,018	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,004	2,009	2,009	2,009	2,009	2,009	1,004	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000																					
COSTS BEFORE LAND INT AND PROFIT	145,905	0	199,742	144,087	240,144	288,173	293,195	298,217	250,188	154,131	58,073	10,044	5,022	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land																								
Interest																								
Profit on Costs																								
Profit on GDV																								
Cash Flow	10,632	0	-199,742	-147,396	-246,033	-298,367	-107,731	86,242	135,780	234,214	334,370	388,250	195,858	0	0	0	0	0	0	0	0	0	0	0
Opening Balance	0																							
Closing Balance	10,632	10,632	-189,110	-336,506	-582,539	-880,906	-988,637	-902,396	-766,616	-532,402	-198,032	190,219	386,077	386,077	386,077	386,077	386,077	386,077	386,077	386,077	386,077	386,077	386,077	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	200,880	401,760	401,760	401,760	401,760	401,760	200,880	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	168,000																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	2,520	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	8,040	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	52,591	0	52,591	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	43,826	0	43,826	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	8,765	0	8,765	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	17,530	0	17,530	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	43,096	129,289	215,481	258,578	258,578	258,578	215,481	129,289	43,096	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106																								
Contingency	0	0	2,155	6,464	10,774	12,929	12,929	12,929	10,774	6,464	2,155	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	2,778	8,333	13,889	16,667	16,667	16,6																

Wyre Forest
Site 10

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	90.5	70%	17	2,300	3,495,310	1,520
Shared Ownership	90.5	9%	2	1,610	314,578	195
Affordable Rent	90.5	0%	0	1,007	0	0
Social Rent	90.5	21%	5	1,265	576,726	456
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.57 ha		42	/ha	4,386,614	2,171

Sales per Quarter	6
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	980,792	1,720,688
Alternative Use Value	14,250	25,000
Uplift	2,850	5,000
Plus /ha	250,000	250,000
Viability Threshold	159,600	280,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	893,706	588 £/m2
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DEVELOPMENT COSTS			
LAND		/unit or m2	Total
Land		40,866	980,792
Stamp Duty			39,232
Easements etc.			0
Legals Acquisition	1.50%	14,712	53,944
PLANNING			
Planning Fee		8,040	8,040
Architects	6.00%	118,291	118,291
QS / PM	5.00%	98,575	98,575
Planning Consultants	1.00%	19,715	19,715
Other Professional	2.00%	39,430	284,051
CONSTRUCTION			
Build Cost - BCIS Based	875	1,900,008	
s106 / CIL	1,000	24,000	
Contingency	2.50%	47,500	
Abnormals		0	1,971,508
FINANCE			
Fees		10,000	
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	87,732	
Legals	0.5%	21,933	114,665
Misc.		5,000	3,422,461
Developers Profit			
% of costs (before interest)	20.00%		684,492
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	24		8,040
No dwgs under 1	24	335.00	8,040
No dwgs over 50	0	100.00	0
Total			8,040

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	0%	
above	5%	4%	
Total			39,232

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	0%	
above	5%	4%	
Total			6,384

Post CIL s106	1,000	£/ Unit (all)	24,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started		3	6	6	6	6	3																	
Market Housing		0	0	0	0	0	436,914	873,828	873,828	873,828	436,914	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	39,322	78,644	78,644	78,644	39,322	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	72,091	144,182	144,182	144,182	72,091	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	548,327	1,096,654	1,096,654	1,096,654	548,327	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	39,232																							
Easements etc.	0																							
Legals Acquisition	14,712																							
Planning Fee	8,040																							
Architects	59,145		59,145																					
QS	49,288		49,288																					
Planning Consultants	9,858		9,858																					
Other Professional	19,715		19,715																					
Build Cost - BCIS Base	0	79,167	237,501		395,835	475,002	395,835	237,501	79,167	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		24,000																						
Contingency	0	1,979	5,938		9,896	11,875	9,896	5,938	1,979	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	10,967	21,933	21,933	21,933	10,967	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,742	5,483	5,483	5,483	2,742	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	217,489	0	248,152	243,439	405,731	486,877	419,439	270,855	108,563	27,416	13,708	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	980,792																							
Interest		20,970	21,337	26,053	30,769	38,408	47,600	46,178	32,534	15,812	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								684,492
Cash Flow	-1,198,281	-20,970	-269,489	-269,491	-436,500	-525,285	81,287	779,621	955,557	1,053,425	534,619	0	0	0	0	0	0	0	0	0	0	0	0	-684,492
Opening Balance	0																							
Closing Balance	-1,198,281	-1,219,251	-1,488,740	-1,758,231	-2,194,731	-2,720,016	-2,638,729	-1,859,108	-903,551	149,874	684,492	684,492	684,492	684,492	684,492	684,492	684,492	684,492	684,492	684,492	684,492	684,492	684,492	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	548,327	1,096,654	1,096,654	1,096,654	548,327	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	159,600																							
Stamp Duty	6,384	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	2,394	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	8,040	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	59,145	0	59,145	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	49,288	0	49,288	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	9,858	0	9,858	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	19,715	0	19,715	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	79,167	237,501	395,835	475,002	395,835	237,501	79,167	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								

Wyre Forest
Site 12

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	80.4	70%	7	2,350	1,322,580	563
Shared Ownership	80.4	9%	1	1,645	119,032	72
Affordable Rent	80.4	0%	0	1,007	0	0
Social Rent	80.4	21%	2	1,293	218,226	169
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.20 ha		50	/ha	1,659,838	804

Sales per Quarter	5
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	258,827	1,294,137
Alternative Use Value	70,000	350,000
Uplift	14,000	70,000
Plus /ha	0	0
Viability Threshold	84,000	420,000

Additional Profit	188,603	335 £/m2
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RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			
LAND	/unit or m2	Total	
Land	25,853	7,765	258,827
Stamp Duty		0	
Easements etc.		0	
Legals Acquisition	1.50%	3,882	11,647
PLANNING			
Planning Fee		3,350	
Architects	6.00%	50,913	
QS / PM	5.00%	42,427	
Planning Consultants	1.00%	8,485	
Other Professional	2.00%	16,971	122,146
CONSTRUCTION			
Build Cost - BCIS Based	993	798,613	
s106 / CIL	1,000	10,000	
Contingency	5.00%	39,931	
Abnormals		0	848,544
FINANCE			
Fees		10,000	
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	33,197	
Legals	0.5%	8,299	
Misc.		5,000	46,496
Developers Profit			1,305,161
% of costs (before interest)	20.00%		261,032
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	10		
No dwgs under 1	10	335.00	3,350
No dwgs over 50	0	100.00	0
Total			3,350

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
Total			7,765

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
Total			84,000

Post CIL s106	1,000	£/ Unit (all)	10,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started		2	5		3																			
Market Housing		0	0	0	0	0	264,516	661,290	396,774	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	23,806	59,516	35,710	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	43,645	109,113	65,468	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	331,968	829,919	497,951	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	7,765																							
Easements etc.	0																							
Legals Acquisition	3,882																							
Planning Fee	3,350																							
Architects	25,456		25,456																					
QS	21,214		21,214																					
Planning Consultants	4,243		4,243																					
Other Professional	8,485		8,485																					
Build Cost - BCIS Base	0	53,241	186,343		266,204	212,964	79,861	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		10,000																						
Contingency	0	2,662	9,317		13,310	10,648	3,993	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	6,639	16,598	9,959	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,660	4,150	2,490	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	91,895	0	130,301	195,660	279,515	223,612	92,154	20,748	12,449	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	258,827				12,210	17,315	21,531	17,711	3,861	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest		6,138	6,245	8,635																				
Profit on Costs																								
Profit on GDV																								261,032
Cash Flow	-350,723	-6,138	-136,546	-204,295	-291,724	-240,927	218,283	791,460	481,642	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-261,032
Opening Balance	0																							
Closing Balance	-350,723	-356,860	-493,406	-697,701	-989,426	-1,230,352	-1,012,070	-220,610	261,032	261,032	261,032	261,032	261,032	261,032	261,032	261,032	261,032	261,032	261,032	261,032	261,032	261,032	261,032	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	331,968	829,919	497,951	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	84,000																							
Stamp Duty	2,520	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,260	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	3,350	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	25,456	0	25,456	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	21,214	0	21,214	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	4,243	0	4,243	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	8,485	0	8,485	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	53,241	186,343	266,204	212,964	79,861	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			188,603																					
Post CIL s106			2,000	5,000	3,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	2,662	9,31																				

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	83.5	100%	4	2,500	835,000	334
Shared Ownership	83.5	0%	0	1,750	0	0
Affordable Rent	83.5	0%	0	1,007	0	0
Social Rent	83.5	0%	0	1,375	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.10 ha		40	£/ha	835,000	334

Sales per Quarter	2
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	255,949	2,559,487
Alternative Use Value	75,000	750,000
Uplift	15,000	150,000
Plus /ha	0	0
Viability Threshold	90,000	900,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	178,776	535 £/m2
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DEVELOPMENT COSTS			
LAND	/unit or m2	Total	
Land	63,987	255,949	
Stamp Duty		7,678	
Easements etc.		0	
Legals Acquisition	1.50%	3,839	11,518
PLANNING			
Planning Fee		1,340	
Architects	6.00%	17,750	
QS / PM	5.00%	14,792	
Planning Consultants	1.00%	2,958	
Other Professional	2.00%	5,917	42,756
CONSTRUCTION			
Build Cost - BCIS Based	852	284,714	
s106 / CIL	1,000	4,000	
Contingency	2.50%	7,118	
Abnormals		0	295,832
FINANCE			
Fees		10,000	
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	16,700	
Legals	0.5%	4,175	25,875
Misc.		5,000	649,430
Developers Profit			129,886
% of costs (before interest)	20.00%		0
% of GDV	0.00%		

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	4		1,340
No dwgs under 1	4	335.00	0
No dwgs over 5k	0	100.00	0
Total			1,340

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
Total			7,678

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
Total			90,000

Post CIL s106	1,000	£/ Unit (all)	4,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			1	2	1																			
Market Housing			0	0	0	0	208,750	417,500	208,750	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	208,750	417,500	208,750	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	7,678																							
Easements etc.	0																							
Legals Acquisition	3,839																							
Planning Fee	1,340																							
Architects	8,875		8,875																					
QS	7,396		7,396																					
Planning Consultants	1,479		1,479																					
Other Professional	2,958		2,958																					
Build Cost - BCIS Base		0	23,726	71,179	94,905	71,179	23,726	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL			4,000				4,000																	
Contingency		0	593	1,779	2,373	1,779	593	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	4,175	8,350	4,175	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,044	2,088	1,044	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000		0	0			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	51,066	0	54,028	72,958	97,277	72,958	29,538	10,438	5,219	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	255,949				7,899	9,739	11,186	8,246	1,267	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest		5,373	5,467	6,508																				
Profit on Costs																								
Profit on GDV																								129,886
Cash Flow	-307,015	-5,373	-59,494	-79,466	-105,176	-82,697	168,026	398,817	202,265	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-129,886
Opening Balance	0																							
Closing Balance	-307,015	-312,387	-371,882	-451,348	-556,524	-639,221	-471,195	-72,379	129,886	129,886	129,886	129,886	129,886	129,886	129,886	129,886	129,886	129,886	129,886	129,886	129,886	129,886	129,886	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	208,750	417,500	208,750	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	90,000																							
Stamp Duty	2,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,350	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	1,340	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	8,875	0	8,875	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	7,396	0	7,396	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	1,479	0	1,479	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	2,958	0	2,958	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	23,726	71,179	94,905	71,179	23,726	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106			178,776				1,000	2,000			1,000	0			0	0			0	0			0	0
Contingency	0	0	593	1,779	2,373	1,779	593	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

Wyre Forest
Site 15

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	92.0	100%	3	2,400	662,400	276
Shared Ownership	92.0	0%	0	1,680	0	0
Affordable Rent	92.0	0%	0	1,007	0	0
Social Rent	92.0	0%	0	1,320	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA	0.10 ha		30	/ha	662,400	276

Sales per Quarter	2
Unit Build Time	3 Quarters

	Whole Site	Per ha
Residual Land Value	151,698	1,516,985
Alternative Use Value	5,000	50,000
Uplift	1,000	10,000
Plus /ha	250,000	250,000
Viability Threshold	31,000	310,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

Additional Profit	127,522	462 £/m2
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DEVELOPMENT COSTS			
LAND		/unit or m2	Total
Land		50,566	151,698
Stamp Duty			1,517
Easements etc.			0
Legals Acquisition	1.50%	2,275	3,792
PLANNING			
Planning Fee		1,005	1,005
Architects	6.00%	16,984	16,984
QS / PM	5.00%	14,154	14,154
Planning Consultants	1.00%	2,831	2,831
Other Professional	2.00%	5,661	40,635
CONSTRUCTION			
Build Cost - BCIS Based		990	273,240
s106 / CIL		1,000	3,000
Contingency	2.50%	6,831	6,831
Abnormals		0	283,071
FINANCE			
Fees		10,000	10,000
Interest	7.00%	7,500	17,500
Legal and Valuation			
SALES			
Agents	2.0%	13,248	13,248
Legals	0.5%	3,312	3,312
Misc.		5,000	21,560
Developers Profit			103,651
% of costs (before interest)	20.00%		103,651
% of GDV	0.00%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	3		1,005
No dwgs under 1	3	335.00	1,005
No dwgs over 5k	0	100.00	0
Total			1,005

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	1,517
250,000	1%	0%	0
500,000	3%	0%	0
1,000,000	4%	0%	0
above	5%	1%	0
Total			1,517

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	31,000
250,000	1%	0%	0
500,000	3%	0%	0
1,000,000	4%	0%	0
above	5%	1%	0
Total			31,000

Post CIL s106	1,000	£/ Unit (all)	3,000
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			1	2																				
Market Housing	0	0	0	0	0	0	220,800	441,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME	0	0	0	0	0	0	220,800	441,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
EXPENDITURE																								
Stamp Duty	1,517	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals Acquisition	2,275	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Fee	1,005	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Architects	8,492	0	8,492	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
QS	7,077	0	7,077	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Consultants	1,415	0	1,415	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Other Professional	2,831	0	2,831	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Build Cost - BCIS Base	0	0	30,360	91,080	91,080	60,720	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
s106/CIL	0	0	3,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Contingency	0	0	759	2,277	2,277	1,518	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Agents	0	0	0	0	0	0	4,416	8,832	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals	0	0	0	0	0	0	1,104	2,208	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Misc.	0	0	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
COSTS BEFORE LAND INT AND PROFIT	42,112	0	58,934	93,357	93,357	62,238	5,520	11,040	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
For Residual Valuation																								
Land	151,698	0	0	0	6,256	7,999	9,228	5,623	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Interest	0	3,392	3,451	4,543	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Profit on Costs	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Profit on GDV	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	103,651	
Cash Flow	-193,811	-3,392	-62,385	-97,900	-99,613	-70,237	206,052	424,937	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-103,651	
Opening Balance	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Closing Balance	-193,811	-197,203	-259,588	-357,487	-457,100	-527,338	-321,286	103,651	103,651	103,651	103,651	103,651	103,651	103,651	103,651	103,651	103,651	103,651	103,651	103,651	103,651	0		

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above	0	0	0	0	0	0	220,800	441,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
EXPENDITURE																								
Land	31,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Stamp Duty	310	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals Acquisition	465	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Fee	1,005	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Architects	8,492	0	8,492	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
QS	7,077	0	7,077	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Consultants	1,415	0	1,415	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Other Professional	2,831	0	2,831	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Build Cost - BCIS Base	0	0	30,360	91,080	91,080	60,720	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
POTENTIAL CIL	0	0	127,522	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Post CIL s106	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Contingency	0	0																						

Wyre Forest
Results

		Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16
				Brownfield 1	Brownfield 2	Brownfield 3	Brownfield redev. L	Urban Flats	Brownfield redev. M	Medium Brownfield	Medium greenfield	Urban edge	Town centre flats	Ex garage site	Town Village Infill	Small Village Scheme	Village House
Gross Site Area	ha			6.25	4.17	3.00	1.40	0.60	0.42	0.40	0.57	0.30	0.20	0.12	0.10	0.10	0.10
Net Site Area	ha			3.75	2.50	1.80	1.40	0.60	0.42	0.40	0.57	0.30	0.20	0.12	0.10	0.10	0.10
Units				133.00	88.00	81.00	70.00	60.00	30.00	24.00	24.00	12.00	10.00	5.00	4.00	3.00	1.00
Mix	Market			70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	100.00%	100.00%	100.00%	100.00%
	Intermediate to Buy			9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	0.00%	0.00%	0.00%	0.00%
	Affordable Rent			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Social Rent			21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	0.00%	0.00%	0.00%	0.00%
Alternative Land Val	£/ha			25,000	25,000	25,000	350,000	350,000	350,000	350,000	25,000	50,000	350,000	350,000	750,000	50,000	50,000
	£ site			156,250	104,167	75,000	490,000	210,000	147,000	140,000	14,250	15,000	70,000	42,000	75,000	5,000	5,000
Uplift	£/ha			255,000	255,000	255,000	70,000	70,000	70,000	70,000	255,000	260,000	70,000	70,000	150,000	260,000	260,000
	£ site			1,593,750	1,062,500	765,000	98,000	42,000	29,400	28,000	145,350	78,000	14,000	8,400	15,000	26,000	26,000
Viability Threshold	£/ha			280,000	280,000	280,000	420,000	420,000	420,000	420,000	280,000	310,000	420,000	420,000	900,000	310,000	310,000
	£ site			1,750,000	1,166,667	840,000	588,000	252,000	176,400	168,000	159,600	93,000	84,000	50,400	90,000	31,000	31,000
Residual Value	£/ha			716,538	420,403	501,890	858,511	-110,214	857,014	-391,340	1,720,688	1,247,290	1,294,137	1,086,519	2,559,487	1,516,985	1,007,730
	£ site			4,478,361	1,751,681	1,505,669	1,201,916	-66,128	359,946	-156,536	980,792	374,187	258,827	130,382	255,949	151,698	100,773
Additional Profit	£/ha			481,911	156,113	245,498	485,617	-547,981	474,303	-843,302	1,567,904	1,011,549	943,015	705,523	1,787,758	1,275,216	729,556
	£ site			3,011,944	650,473	736,495	679,864	-328,789	199,207	-337,321	893,706	303,465	188,603	84,663	178,776	127,522	72,956
	£/Unit			22,646	7,392	9,093	9,712	-5,480	6,640	-14,055	37,238	25,289	18,860	16,933	44,694	42,507	72,956
	£/m2			350	111	165	176	-102	134	-290	588	416	335	200	535	462	657