

# First Proposals Consultation Stage

## Viability Report

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Greater Cambridge Local Plan Report:  
First Proposals (Preferred Options)

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Greater Cambridge Shared Planning

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August 2021

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Private and Confidential

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## Quality Assurance

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## Executive Summary

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- ES 1 AspinallVerdi have been appointed by South Cambridgeshire District Council and Cambridge City Council to provide a viability evidence base for the Greater Cambridge Local Plan.
- ES 2 The authorities adopted separate local plans in 2018, and have now started the production of a Greater Cambridge Local Plan (GCLP) which, once adopted, will form the development plan for the two authorities up to 2041.
- ES 3 The purpose of this report is to set out the inputs, assumptions and results of the viability testing to accompany the First Proposals stage of plan making.
- ES 4 Testing is carried out using a typology approach, informed by our professional judgement based on comparable developments. The typologies are compliant with technical and minimum space standards.
- ES 5 The testing necessarily remains at a high level at this stage and will be refined at the plan moved towards the draft local plan stage. It provides a broad analysis of viability through making assumptions about potential infrastructure and abnormal works required to bring the type and quantum of development identified forward; and costs that would be generated by the policy proposals.
- ES 6 Market evidence has been used to inform the capital values, rents and yields in the assessment but are subject to change once further details are known about scheme specifics. The viability appraisals assessment assumes that affordable housing will be delivered on-site along with a number of other known policy costs.
- ES 7 Due to the uncertainties caused by the Novel Coronavirus (COVID-19) Global Pandemic, we recommend that when policy makers are making decisions based on viability evidence in the current climate, they must ensure there is an adequate “viability buffer”. In essence, a degree of caution should be taken when imposing planning policies and more surplus should be left as the profitability and viability of development may reduce due to economic uncertainty. That said, it should be noted that Cambridgeshire is in a very high value part of the country in the Cambridge-Milton Keynes-Oxford Arc and approximately 60 miles from London.
- ES 8 Based on our appraisals and inputs, all of the typologies tested can deliver:
- 40% affordable housing;
  - S106 contributions identified and costed in this report;

- any additional costs that we have identified and costed in this report (i.e., Future Homes Standards), and
  - a surplus available for infrastructure, CIL or additional S106 costs.
- ES 9 The surplus in all scenarios for most typologies is substantial, although in the case of Dispersal Village B and D (both brownfield sites), the surplus is substantially smaller, and these positive residuals should be treated cautiously. Urban C also has a substantially lower surplus due to its being flatted development on a brownfield site with a high BLV.
- ES 10 In terms of the strategic sites, all three (North East Cambridge Area Action Plan (NEC AAP) – 700 units; Cambridge East Airport – 1,000 units; and Cambourne – 1,000 units) are viable where the scheme is traditional housing, again with very comfortable surplus figures.
- ES 11 As specific infrastructure costs emerge, the surplus will be at least partially eroded, but at present, there is a healthy headroom for affordable housing and other policy aspirations to be met, particularly as the costs for transport emerge. Close monitoring of the infrastructure cost plans is advised. This will include the North East Cambridge Area Action Plan (NEC AAP) where more detailed work is already underway to identify a more in-depth analysis of the viability of this scheme, beyond the whole plan viability assumptions we have made in this part of our study.
- ES 12 It is important to note that whilst our work shows that the schemes are viable, further work and consultation is required to ensure that the schemes are deliverable, i.e., demonstrating that the sites are technically deliverable and that the landowner's value aspirations are reasonable.

# 1 Introduction

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- 1.1 AspinallVerdi have been appointed by Greater Cambridge Shared Planning, comprising South Cambridgeshire District Council and Cambridge City Council (referred to as GCSP) to provide a viability evidence base for the Greater Cambridge Local Plan.
- 1.2 The plan making process has reached the First Proposals (Preferred Options) stage, which forms part of the regulation 18 stages.
- 1.3 The purpose of this report is to set out the inputs, assumptions and results of the viability testing to accompany the First Proposals stage of plan making. The testing necessarily remains at a high level at this stage and will be refined as the plan moved towards the draft local plan stage. It provides a broad analysis of viability through making assumptions about potential infrastructure and abnormal works required to bring the type and quantum of development identified forward, and costs that would be generated by the policy proposals.
- 1.4 The vision proposed for the new local plan is:

*We want Greater Cambridge to be a place where a big decrease in our climate impacts comes with a big increase in the quality of everyday life for all our communities. New development must reduce carbon emissions and reliance on the private car; create thriving neighbourhoods with the variety of jobs and homes we need; increase nature, wildlife and green spaces; and safeguard our unique heritage and landscapes.*
- 1.5 In addition to the work supporting the Greater Cambridge Local Plan, our report will also produce a more detailed analysis and in depth appraisal to support the North East Cambridge Area Action Plan (NEC AAP). This work is in addition to the GCSP but should be read as one document as the two studies will overlap in regards to national and local planning policy, methodology and some appraisal inputs.

## RICS Practice Statement Declaration

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- 1.1 Our FVA has been carried out in accordance with the RICS Financial Viability in Planning: Conduct and Reporting Practice Statement (1st Edition, May 2019).
- 1.2 Our FVA has also been carried out in accordance with the RICS Assessing viability in planning under the National Planning Policy Framework 2019 for England Guidance Note, 1st edition, March 2021; having regard to the National Planning Policy Framework (NPPF, Last updated 20 July 2021) and the Viability Planning Practice Guidance (PPG, Last updated 1 September 2019).

## Objectivity, Impartiality and Reasonableness

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- 1.3 We can confirm that we have undertaken our financial viability assessment with objectivity, impartiality and without interference. In doing so we have made reference to all appropriate sources of information to form our conclusions and recommendations.
- 1.6 At all stages of the viability process, we have advocated reasonable, transparent and appropriate engagement between the parties.

## Conflicts of Interest

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- 1.4 We confirm that we have undertaken a conflict-of-interest check in relation to this instruction and we are not aware of any deemed conflicts in relation to this instruction. We confirm that we are not acting on behalf of any party in relation to scheme specific viability testing in Greater Cambridgeshire.

## Local Plan Reviewed

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- 1.7 To inform this First Proposals document, we have reviewed the November 2020 draft we prepared of the emerging Greater Cambridge Local Plans spatial options assessment: Viability Assessment in order to test the cumulative impact of these policies in the context of the Local Plan.

## Novel Coronavirus (COVID-19)

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- 1.5 The outbreak of the Novel Coronavirus (COVID-19), declared by the World Health Organisation as a “Global Pandemic” on 11 March 2020, has impacted global financial markets. In the second quarter of 2020, the United Kingdom entered the deepest recession in modern history which have consequently impacted property market activity.
- 1.6 Many agents and commentators anticipated house prices would fall as a result of the nationally-imposed lockdown and consequent freeze in property market activity. However, as restrictions were eased during the summer of 2020, many agents reported surges in interest and uplifting activity. This has been attributed to the combination of pent-up demand and the introduction of the stamp duty holiday.<sup>1</sup>
- 1.7 Market commentators have also noticed that buyers have reappraised the benefits of urban living, with increasing numbers of buyers seeking larger spaces to work from home and an increased priority for private external space. As this trend has grown, some agents in well-connected, greener locations are noticing that demand is increasing house prices. As a result, there are likely

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<sup>1</sup> The Guardian, 2020. Hope for some, heartbreak for others as house prices go through the roof.

to be both winners and losers in the property market over the coming months and years and the delivery of the Local Plan should be monitored (and the Plan updated as appropriate).<sup>2</sup>

- 1.8 Due to these uncertainties, we recommend that when policy makers are making decisions based on viability evidence in the current climate, they must ensure there is an adequate “viability buffer”. In essence, a degree of caution should be taken when imposing planning policies and more surplus should be left as the profitability and viability of development may reduce. That said, it should be noted that Cambridgeshire is in a very high value part of the country in the Cambridge-Milton Keynes-Oxford Arc and approximately 60 miles from London.

## Report Structure

- 1.8 The remainder of this report is structured as follows:

Section:	Contents:
Section 2 - National Planning Context	This section sets out the statutory requirements for the Local Plan and CIL viability including the NPPF, CIL Regulations and PPG website.
Section 3 - Local Planning Context	This section sets out the details of the existing evidence base and the proposed Local Plan policies which would have a direct impact on viability. The assumptions we have made to mitigate such policies are set out in the following sections.
Section 4 – Viability Assessment Methodology	This section describes our generic methodology for appraising the viability of development which is based on the residual approach as required by guidance and best practice.
Sections 5 – Residential Assumptions	We set out the development typologies that are to be tested as part of the study and summarise the cost and value assumptions made in the financial appraisals. This section references separate papers on the residential market and land values which are appended to this report.
Section 6 – Residential Viability Results	We present the findings of our financial appraisals for the District wide residential typologies (general needs and older persons).
Section 7 – Strategic Sites	We analyse the viability and delivery of the potential strategic sites.

<sup>2</sup> The Guardian, 2020. Escape to the country: how Covid is driving an exodus from Britain's cities

<b>Section:</b>	<b>Contents:</b>
Section 8 – Commercial Uses	We set out the assumptions used and the results of our viability testing in respect of commercial typologies.
Section 9 - Conclusions and Recommendations	Finally, we make our recommendations in respect of the Local Plan including affordable housing and other planning policy costs.

## 2 National planning policy context

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- 2.1 Our economic viability appraisal has been carried out having regard to the NPPF, PPG on viability and CIL Regulations. We set out the pertinent points of these documents as follows:

### National Planning Policy Framework (NPPF)

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- 2.2 The NPPF sets out the Government's planning policies for England and how these are expected to be applied. It was first published on 27 March 2012 and the Ministry of Housing, Communities & Local Government (MHCLG) issued a revised version in July 2018 which was updated again in February 2019 to reflect the introduction of the standard method for assessing local housing need (and again in July 2021).
- 2.3 It confirms the primacy of the development plan in determining planning applications. It confirms that the NPPF must be taken into account in preparing the development plan, and is a material consideration in planning decisions<sup>3</sup>.
- 2.4 It is important to note that within the new NPPF, paragraph 173 of the old NPPF (2012) has been deleted. The old paragraph 173 referred to viability and required '*competitive returns to a willing land owner and willing developer to enable the development to be deliverable*'.

### Plans should be deliverable

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- 2.5 The NPPF requires local plans to be deliverable, paragraph 16 of the revised NPPF states: '*Plans should:*
- a) be prepared with the objective of contributing to the achievement of sustainable development;*
  - b) be prepared positively, in a way that is aspirational but deliverable;*
  - c) be shaped by early, proportionate and effective engagement between planmakers and communities, local organisations, businesses, infrastructure providers and operators and statutory consultees;*
  - d) contain policies that are clearly written and unambiguous, so it is evident how a decision maker should react to development proposals;*
  - e) be accessible through the use of digital tools to assist public involvement and policy presentation; and*
  - f) serve a clear purpose, avoiding unnecessary duplication of policies that apply to a particular area (including policies in this Framework, where relevant).'<sup>4</sup>*

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<sup>3</sup> National Planning Policy Framework, February 2019, para 2

<sup>4</sup> MHCLG, February 2019, National Planning Policy Framework, paragraph 16



## Planning contribution/obligations

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- 2.6 The setting of development contributions should not place the delivery of the plan at risk:

*‘Plans should set out the contributions expected from development. This should include setting out the levels and types of affordable housing provision required, along with other infrastructure (such as that needed for education, health, transport, flood and water management, green and digital infrastructure). Such policies should not undermine the deliverability of the plan.’<sup>5</sup>*

- 2.7 Paragraph 58 states:

*‘Where up-to-date policies have set out the contributions expected from development, planning applications that comply with them should be assumed to be viable. It is up to the applicant to demonstrate whether particular circumstances justify the need for a viability assessment at the application stage. The weight to be given to a viability assessment is a matter for the decision maker, having regard to all the circumstances in the case, including whether the plan and the viability evidence underpinning it is up to date, and any change in site circumstances since the plan was brought into force. All viability assessments, including any undertaken at the plan-making stage, should reflect the recommended approach in national planning guidance, including standardised inputs, and should be made publicly available’.*

- 2.8 The Government’s objective is to reduce the delays to delivery of new housing due to the site-specific viability process that was created as a result of the previous paragraph 173. Once a new Local Plan is adopted no site-specific viability assessment should be required (except in exceptional circumstances) and developers should factor into their land buying decisions the cost of planning obligations (including affordable housing).

- 2.9 The NPPF states that planning obligations must only be sought where they meet all of the following tests<sup>6</sup>:

- ‘a) necessary to make the development acceptable in planning terms;*
- b) directly related to the development; and*
- c) fairly and reasonably related in scale and kind to the development.’<sup>7</sup>*

- 2.10 Notwithstanding the latest changes to the CIL Regulations (2019) which do away with the requirements for a Regulation 123 list of infrastructure, these tests ensure that Local Authorities cannot charge S106 or CIL twice (‘double-dip’) for the same infrastructure (as this would not be fair and reasonable).

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<sup>5</sup> Ibid, paragraph 34

<sup>6</sup> Set out in Regulation 122(2) of the Community Infrastructure Levy Regulations 2010

<sup>7</sup> Ibid, paragraph 57

## Affordable housing

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- 2.11 The NPPF sets a 10 units threshold for seeking affordable housing contributions, except in designated rural areas:

*‘Provision of affordable housing should not be sought for residential developments that are not major developments, other than in designated rural areas (where policies may set out a lower threshold of 5 units or fewer).’<sup>8</sup>*

- 2.12 The NPPF defines major development as follows:

*‘For housing, development where 10 or more homes will be provided, or the site has an area of 0.5 hectares or more. For non-residential development it means additional floorspace of 1,000m<sup>2</sup> or more, or a site of 1 hectare or more, or as otherwise provided in the Town and Country Planning (Development Management Procedure) (England) Order 2015.’<sup>9</sup>*

- 2.13 Where affordable housing is sought, local planning authorities should seek at least 10% provision where there is identified need:

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

- a) provides solely for Build to Rent homes;*
- b) provides specialist accommodation for a group of people with specific needs (such as purpose-built accommodation for the elderly or students);*
- c) is proposed to be developed by people who wish to build or commission their own homes; or*
- d) is exclusively for affordable housing, an entry-level exception site or a rural exception site.’<sup>10</sup>*

## Vacant building credit (VBC)

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- 2.14 The NPPF allows for affordable housing obligations to be reduced if there are any existing buildings on site:

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<sup>8</sup> Ibid, paragraph 64

<sup>9</sup> Ibid, page 69

<sup>10</sup> Ibid, paragraph 65

*‘To support the re-use of brownfield land, where vacant buildings are being reused or redeveloped, any affordable housing contribution due should be reduced by a proportionate amount.’<sup>11</sup>*

- 2.15 Our testing of brownfield sites has been conservative and not allowed for VBC. This allows for further contingency/viability buffer and future proofs policies should there be a change in VBC.

## Planning Practice Guidance (PPG) for Viability

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- 2.16 The Planning Practice Guidance for Viability was first published in March 2014 and substantially updated at the same time as the NPPF in July 2018. This has subsequently been updated again in February 2019, May 2019 and latterly 1 September 2019. The guidance is now much more prescriptive on the methodology to determine the land value and as such Chapter 3 details our approach to land value taking into account those revisions. We summarise below some key aspects of the PPG for this study.

### Plans should set out contributions expected from development

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- 2.17 The PPG paragraph 001 confirms that for viability and plan making:

*Plans should set out the contributions expected from development. This should include setting out the levels and types of affordable housing provision required, along with other infrastructure (such as that needed for education, health, transport, flood and water management, green and digital infrastructure).*

*These policy requirements should be informed by evidence of infrastructure and affordable housing need, and a proportionate assessment of viability that takes into account all relevant policies, and local and national standards, including the cost implications of the Community Infrastructure Levy (CIL) and section 106. Policy requirements should be clear so that they can be accurately accounted for in the price paid for land. To provide this certainty, affordable housing requirements should be expressed as a single figure rather than a range. Different requirements may be set for different types or location of site or types of development.<sup>12</sup>*

- 2.18 The PPG therefore confirms that Local Authorities can set different levels of CIL and/or affordable housing by greenfield or brownfield typologies.

### Viability to be resolved at planning making stage

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<sup>11</sup> Ibid, paragraph 64

<sup>12</sup> Paragraph: 001 Reference ID: 10-001-20190509, Revision date: 09 05 2019

- 2.19 The PPG builds on the NPPF in that viability matters should be resolved at the plan making stage rather than decision-making stage, thus placing further weight on viability assessments early in the process:

*'Policy requirements, particularly for affordable housing, should be set at a level that takes account of affordable housing and infrastructure needs and allows for the planned types of sites and development to be deliverable, without the need for further viability assessment at the decision making stage.'<sup>13</sup>*

*It is the responsibility of site promoters to engage in plan making, taking into account any costs including their own profit expectations and risks, and ensure that proposals for development are policy compliant. Policy compliant means development which fully complies with up to date plan policies. A decision maker can give appropriate weight to emerging policies. The price paid for land is not a relevant justification for failing to accord with relevant policies in the plan. Landowners and site purchasers should consider this when agreeing land transactions<sup>14</sup>.*

### Setting of policy requirements for contributions

- 2.20 The PPG explains that Plans should set out the contributions expected from development. The contributions should *'include setting out the levels and types of affordable housing provision required, along with other infrastructure (such as that needed for education, health, transport, flood and water management, green and digital infrastructure).'*<sup>15</sup>

- 2.21 When setting policies these will need to be informed through evidence based on the infrastructure and affordable housing need for the area. There is also a need for clarity of policy requirements so that these can be reflected in the land value:

*'These policy requirements should be informed by evidence of infrastructure and affordable housing need, and a proportionate assessment of viability that takes into account all relevant policies, and local and national standards, including the cost implications of the Community Infrastructure Levy (CIL) and section 106. Policy requirements should be clear so that they can be accurately accounted for in the price paid for land. To provide this certainty, affordable housing requirements should be expressed as a single figure rather than a range. Different requirements may be set for different types or location of site or types of development.'*<sup>16</sup>

- 2.22 In setting planning policy requirements local authorities need to have regard to the impact these have on development viability: *'The role for viability assessment is primarily at the plan making stage. Viability assessment should not compromise sustainable development but should be used*

<sup>13</sup> MHCLG, 09 May 2019, Planning Practice Guidance, Paragraph: 002 Reference ID: 10-002-20190509

<sup>14</sup> Ibid, Paragraph: 002 Reference ID: 10-002-20190509

<sup>15</sup> Ibid, Paragraph: 001 Reference ID: 10-001-20190509

<sup>16</sup> Ibid, Paragraph: 001 Reference ID: 10-001-20190509

*to ensure that policies are realistic and that the total cumulative cost of all relevant policies will not undermine deliverability of the plan.*<sup>17</sup>

- 2.23 The PPG also places an emphasis on addressing education requirements when considering viability at plan-making stage:

*'When considering viability, it is recommended that plan makers and local authorities for education work collaboratively to identify which schools are likely to expand, and where new schools will be needed as a result of planned growth.*

*It is important that costs and land requirements for education provision are known to inform site typologies and site-specific viability assessments, with an initial assumption that development will provide both funding for construction and land for new schools required onsite, commensurate with the level of education need generated by the development.*<sup>18</sup>

- 2.24 Ultimately the PPG is clear that total cumulative costs of policies should not render development unviable:

*'The total cumulative cost of all relevant policies should not be of a scale that will make development unviable. Local planning authorities should set out future spending priorities for developer contributions in an Infrastructure Funding Statement.*<sup>19</sup>

## Strategic Sites

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- 2.25 Paragraph 005 of the PPG refers specifically to strategic sites:

*It is important to consider the specific circumstances of strategic sites. Plan makers can undertake site specific viability assessment for sites that are critical to delivering the strategic priorities of the plan. This could include, for example, large sites, sites that provide a significant proportion of planned supply, sites that enable or unlock other development sites or sites within priority regeneration areas. Information from other evidence informing the plan (such as Strategic Housing Land Availability Assessments) can help inform viability assessment for strategic sites.*<sup>20</sup>

- 2.26 And, paragraph 006:

*Plan makers should engage with landowners, developers, and infrastructure and affordable housing providers to secure evidence on costs and values to inform viability assessment at the plan making stage.*

*It is the responsibility of site promoters to engage in plan making, take into account any costs including their own profit expectations and risks, and ensure that proposals for development are*

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<sup>17</sup> Ibid, Paragraph: 002 Reference ID: 10-002-20180724

<sup>18</sup> Ibid, Paragraph: 029 Reference ID: 10-029-20190509

<sup>19</sup> Ibid

<sup>20</sup> Paragraph: 005 Reference ID: 10-005-20180724, Revision date: 24 07 2018

*policy compliant. Policy compliant means development which fully complies with up to date plan policies. A decision maker can give appropriate weight to emerging policies. It is important for developers and other parties buying (or interested in buying) land to have regard to the total cumulative cost of all relevant policies when agreeing a price for the land. Under no circumstances will the price paid for land be a relevant justification for failing to accord with relevant policies in the plan.*

*Where up-to-date policies have set out the contributions expected from development, planning applications that fully comply with them should be assumed to be viable. It is up to the applicant to demonstrate whether particular circumstances justify the need for a viability assessment at the application stage.<sup>21</sup>*

#### Standardised Inputs

- 2.27 Paragraph 006 reconfirms the guidance at paragraph 002. The RLV price paid for the site at the point of planning consent must be on a policy compliant basis.
- 2.28 The PPG also sets out standardised inputs to viability assessment. See also our detailed methodology and approach in section 3 in this respect.
- 2.29 Paragraph 010 of the PPG describes the principles for carrying out a viability assessment. It stated that, *'viability assessment is a process of assessing whether a site is financially viable, by looking at whether the value generated by a development is more than the cost of developing it' [...]* *'in plan making and decision making viability helps to strike a balance between the aspirations of developers and landowners, in terms of returns against risk, and the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission.'*<sup>22</sup>
- 2.30 The PPG describes how the gross development value and costs should be defined for the purposes of viability assessment (Paragraphs 011 and 012).
- 2.31 Specifically, the PPG describes how land value should be defined for the purposes of viability assessment. In this respect the *'benchmark land value should be established on the basis of the **existing use value (EUV) of the land, plus a premium for the landowner.**'* (Paragraph 013)<sup>23</sup>
- 2.32 However, it is important to note that a paragraph 014 the PPG confirms that, *'market evidence can also be used as a cross-check of benchmark land value but should not be used in place of benchmark land value. There may be a divergence between benchmark land values and market evidence; and plan makers should be aware that this could be due to different assumptions and methodologies used by individual developers, site promoters and landowners'.* And, *'this*

<sup>21</sup> Paragraph: 006 Reference ID: 10-006-20190509, Revision date: 09 05 2019

<sup>22</sup> Paragraph: 010 Reference ID: 10-010-20180724, Revision date: 24 07 2018

<sup>23</sup> Paragraph: 013 Reference ID: 10-013-20180724, Revision date: 24 07 2018

*evidence should be based on developments which are fully compliant with emerging or up to date plan policies, including affordable housing requirements at the relevant levels set out in the plan. Where this evidence is not available plan makers and applicants should identify and evidence any adjustments to reflect the cost of policy compliance. This is so that historic benchmark land values of non-policy compliant developments are not used to inflate values over time.' And, 'in plan making, the landowner premium should be tested and balanced against emerging policies'.<sup>24</sup>*

- 2.33 It is important that viability assessments are set within the context of the real estate market and that the BLV is not set too low so as to give a false impression of viability. Market evidence is important in this context but we note that the PPG paragraphs 2, 4, 14 and 18 all state that the actual price cannot be used as a reason not to accord with plan policies.

- 2.34 The PPG defines EUV as follows:

(Paragraph 015) *'[...] EUV is the value of the land in its existing use. Existing use value is not the price paid and should disregard hope value. Existing use values will vary depending on the type of site and development types.'*<sup>25</sup>

- 2.35 The PPG also defines the premium to the landowner:

(Paragraph 016) *'The premium (or the 'plus' in EUV+) [...] is the amount above existing use value (EUV) that goes to the landowner. The premium should provide a reasonable incentive for a land owner to bring forward land for development while allowing a sufficient contribution to fully comply with policy requirements.'*

*Plan makers should establish a reasonable premium to the landowner for the purpose of assessing the viability of their plan. This will be an iterative process informed by professional judgement and must be based upon the **best available evidence informed by cross sector collaboration. Market evidence can include benchmark land values from other viability assessments. Land transactions can be used but only as a cross check** to the other evidence. Any data used should reasonably identify any adjustments necessary to reflect the cost of policy compliance (including for affordable housing), or differences in the quality of land, site scale, market performance of different building use types and reasonable expectations of local landowners. Policy compliance means that the development complies fully with up to date plan policies including any policy requirements for contributions towards affordable housing requirements at the relevant levels set out in the plan. [...] Local authorities can request data on the price paid for land (or the price expected to be paid through an option or promotion agreement).<sup>26</sup> (our emphasis).*

<sup>24</sup> Paragraph: 014 Reference ID: 10-014-20190509, Revision date: 09 05 2019

<sup>25</sup> Paragraph: 015 Reference ID: 10-015-20190509, Revision date: 09 05 2019

<sup>26</sup> Paragraph: 016 Reference ID: 10-016-20190509, Revision date: 09 05 2019



- 2.36 Paragraph 017 of the PPG refers to alternative use value (AUV) for establishing benchmark land values. This is more at the decision-making stage as our site typologies herein are all for broadly defined uses.
- 2.37 Finally, the PPG also defines developer's return / profit for the purposes of viability assessment:  
*'For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies.'*<sup>27</sup>
- 2.38 In this respect we have provided sensitivities on the profit margin.

### Need for engagement

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- 2.39 The PPG places a greater emphasis on engagement at plan-making stage, from both plan makers and stakeholders:  
*'Plan makers should engage with landowners, developers, and infrastructure and affordable housing providers to secure evidence on costs and values to inform viability assessment at the plan making stage.*  
*It is the responsibility of site promoters to engage in plan making, take into account any costs including their own profit expectations and risks, and ensure that proposals for development are policy compliant. Policy compliant means development which fully complies with up to date plan policies. A decision maker can give appropriate weight to emerging policies. It is important for developers and other parties buying (or interested in buying) land to have regard to the total cumulative cost of all relevant policies when agreeing a price for the land. Under no circumstances will the price paid for land be a relevant justification for failing to accord with relevant policies in the plan.'*<sup>28</sup>
- 2.40 In this respect we carried out a stakeholder workshop in March 2021 to consult with industry in respect of the cost, value and BLV assumptions of the site allocations and we have consulted privately on a one-to-one basis with land owners and site promoters of strategic sites (see section 3 below).

### PPG for housing for older & disabled people

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- 2.41 There is a separate section of the PPG to help guide Councils in preparing policies on housing for older and disabled people (published 26 June 2019). The PPG recognises the necessity to plan for the housing needs of disabled people:

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<sup>27</sup> Paragraph: 018 Reference ID: 10-018-20190509, Revision date: 09 05 2019

<sup>28</sup> Ibid, Paragraph: 006 Reference ID: 10-006-20190509



*'The provision of appropriate housing for people with disabilities, including specialist and supported housing, is crucial in helping them to live safe and independent lives. Unsuitable or unadapted housing can have a negative impact on disabled people and their carers. It can lead to mobility problems inside and outside the home, poorer mental health and a lack of employment opportunities. Providing suitable housing can enable disabled people to live more independently and safely, with greater choice and control over their lives. Without accessible and adaptable housing, disabled people risk facing discrimination and disadvantage in housing. An ageing population will see the numbers of disabled people continuing to increase and it is important we plan early to meet their needs throughout their lifetime.'*<sup>29</sup>

- 2.42 Where an identified need exists, planning policies can set out the proportion of new housing that will be delivered to the following standards:

*'M4(1) Category 1: Visitable dwellings (the minimum standard that applies where no planning condition is given unless a plan sets a higher minimum requirement)*

*M4(2) Category 2: Accessible and adaptable dwellings*

*M4(3) Category 3: Wheelchair user dwellings*

*Planning policies for accessible housing need to be based on evidence of need, viability and a consideration of site specific factors.'*<sup>30</sup>

- 2.43 The PPG recognises the diversity of specialist housing including, as follows:

- *Age-restricted general market housing: This type of housing is generally for people aged 55 and over and the active elderly. It may include some shared amenities such as communal gardens, but does not include support or care services.*
- *Retirement living or sheltered housing: This usually consists of purpose-built flats or bungalows with limited communal facilities such as a lounge, laundry room and guest room. It does not generally provide care services, but provides some support to enable residents to live independently. This can include 24 hour on-site assistance (alarm) and a warden or house manager.*
- *Extra care housing or housing-with-care: This usually consists of purpose-built or adapted flats or bungalows with a medium to high level of care available if required, through an onsite care agency registered through the Care Quality Commission (CQC). Residents are able to live independently with 24 hour access to support services and staff, and meals are also available. There are often extensive communal areas, such as space to socialise or a wellbeing centre. In some cases, these developments are known as retirement*

<sup>29</sup> MHCLG, 26 June 2019, Paragraph: 002 Reference ID: 63-002-20190626

<sup>30</sup> MHCLG, 26 June 2019, Paragraph: 009 Reference ID: 63-015-20190626

*communities or villages - the intention is for residents to benefit from varying levels of care as time progresses.*

- *Residential care homes and nursing homes: These have individual rooms within a residential building and provide a high level of care meeting all activities of daily living. They do not usually include support services for independent living. This type of housing can also include dementia care homes.*

2.44 The PPG states that:

*'There is a significant amount of variability in the types of specialist housing for older people. The list above provides an indication of the different types of housing available but is not definitive. Any single development may contain a range of different types of specialist housing.'*<sup>31</sup>

2.45 In this respect we have appraised generic retirement living or sheltered housing schemes typically delivered by developers such as McCarthy & Stone or Churchill retirement living (see section 5 – typologies).

2.46 In regards to how the viability of specialist housing for older people should be addressed, the PPG states the following:

*<https://www.gov.uk/guidance/viability> sets out how plan makers and decision takers should take account of viability, including for specialist housing for older people. Plans should set out the contributions expected from development. This should include setting out the levels and types of affordable housing provision required, along with other infrastructure. Plans can set out different policy requirements for different types of development. These policy requirements should be informed by evidence of infrastructure and affordable housing need, and a proportionate assessment of viability that takes into account all relevant policies and local and national standards, including the cost implications of Community Infrastructure Levy and section 106'*

2.47 Viability guidance states that where up to date policies have set out the contributions expected from development, planning applications that comply with them should be assumed to be viable. It is up to the applicant to demonstrate whether particular circumstances justify the need for a viability assessment at the application stage. Such circumstances could include types of development which may significantly vary from standard models of development for sale (for example housing for older people).<sup>32</sup>

<sup>31</sup> Ibid, Paragraph: 010 Reference ID: 63-015-20190626

<sup>32</sup> Ibid, Paragraph: 015 Reference ID: 63-015-20190626

## PPG for Build to Rent

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- 2.48 The PPG also has a separate section on Build to Rent PPG (published 13 September 2018) which states:

*'As part of their plan making process, local planning authorities should use a local housing need assessment to take into account the need for a range of housing types and tenures in their area including provisions for those who wish to rent. Specific demographic data is available on open data communities which can be used to inform this process. The assessment will enable an evidence-based planning judgement to be made about the need for build to rent homes in the area, and how it can meet the housing needs of different demographic and social groups.*

*If a need is identified, authorities should include a plan policy setting out their approach to promoting and accommodating build to rent. This should recognise the circumstances and locations where build to rent developments will be encouraged – for example as part of large sites and/or a town-centre regeneration area.'*<sup>33</sup>

- 2.49 The PPG for build to rent sets out the requirements for affordable housing:

*'The National Planning Policy Framework states that affordable housing on build to rent schemes should be provided by default in the form of affordable private rent, a class of affordable housing specifically designed for build to rent. Affordable private rent and private market rent units within a development should be managed collectively by a single build to rent landlord.*

*20% is generally a suitable benchmark for the level of affordable private rent homes to be provided (and maintained in perpetuity) in any build to rent scheme. If local authorities wish to set a different proportion they should justify this using the evidence emerging from their local housing need assessment, and set the policy out in their local plan. Similarly, the guidance on viability permits developers, in exception, the opportunity to make a case seeking to differ from this benchmark.*

*National affordable housing policy also requires a minimum rent discount of 20% for affordable private rent homes relative to local market rents. The discount should be calculated when a discounted home is rented out, or when the tenancy is renewed. The rent on the discounted homes should increase on the same basis as rent increases for longer-term (market) tenancies within the development.'*<sup>34</sup>

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<sup>33</sup> MHCLG, 13 September 2018, Paragraph: 001 Reference ID: 60-001-20180913

<sup>34</sup> Ibid, Paragraph: 002 Reference ID: 60-001-20180913

## PPG for First Homes

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- 2.50 On 24 May 2021 MHCLG issued guidance on First Homes. The guidance provides the following description for First Homes:

*'First Homes are a specific kind of discounted market sale housing and should be considered to meet the definition of 'affordable housing' for planning purposes. Specifically, First Homes are discounted market sale units which:*

- a) must be **discounted by a minimum of 30%** against the market value;*
- b) are sold to a person or persons meeting the First Homes eligibility criteria (see below);*
- c) on their first sale, will have a restriction registered on the title at HM Land Registry to ensure this discount (as a percentage of current market value) and certain other restrictions are passed on at each subsequent title transfer; and,*
- d) after the discount has been applied, the first sale must be at a **price no higher than £250,000** (or £420,000 in Greater London).*

*First Homes are the government's preferred discounted market tenure and should **account for at least 25% of all affordable housing units** delivered by developers through planning obligations.'*<sup>35</sup>

- 2.51 The guidance explains that there should be a S106 agreement to secure restrictions *'on the use and sale of the property, and a legal restriction on the title of the property to ensure that these restrictions are applied to the property at each future sale [...]. The price cap of £250,000 (or £420,000 in Greater London), however, applies only to the first sale and not to any subsequent sales of any given First Home.'*<sup>36</sup>
- 2.52 The guidance explains that homes meeting First Homes criteria should be considered to meet the definition of affordable housing for planning purposes.
- 2.53 There is scope to change the minimum discount of 30% to either 40% or 50%<sup>37</sup> but the local authority will need to demonstrate need for this – typically through the housing needs assessment at plan-making stage. But local authorities cannot set price caps higher than the national caps<sup>38</sup> although local authorities and neighbourhood planning groups can set lower price caps, again based on need.

<sup>35</sup> MHCLG, 24 May 2021, Paragraph: 001 Reference ID: 70-001-20210524

<sup>36</sup> Ibid, Paragraph: 002 Reference ID: 70-002-20210524

<sup>37</sup> Ibid, Paragraph: 004 Reference ID: 70-004-20210524

<sup>38</sup> Ibid, Paragraph: 005 Reference ID: 70-005-20210524

## MHCLG – planning system reform consultations

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- 2.54 On 06 August 2020, the government opened two consultations that proposed major changes to the UK planning system in the coming years. The first proposes changes to the current system to speed up housing delivery in the short term. The second look longer-term and proposes a complete overhaul to the existing system.
- 2.55 We summarise both these White Paper documents as follows:

### Changes to the current planning system consultation<sup>39</sup>

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- 2.56 This document outlined a number of changes to the existing planning system. The four main proposals are listed below.
- Changes to the standard method for assessing local housing need.
  - Securing of “First Homes” through developer contributions in the short term until the transition to a new system<sup>40</sup>.
  - Supporting small and medium-sized builders by temporarily lifting the small site's threshold below which developers do not need to contribute to affordable housing.
  - Extending the current Permission in Principle to major development.
- 2.57 On 16 December 2020, after receiving c. 2,400 consultation responses, the Government published its response on local housing need. This is summarised below:
- The response acknowledged concerns that the distribution of needs was not right and confirmed it would not be proceeding with the changes set out in the consultation, stating that the most appropriate approach is to retain the standard method in its current form.
  - The Government amended the current standard method for calculating housing need for the 20 most populous cities and urban centres in England by adding a 35% uplift to the post-cap number. This is to meet the principles of delivering more homes on brownfield land.
  - The Planning Practice Guidance on housing and economic needs assessment was updated on 16 December 2020 and now includes the uplift as step 4 of the assessment of housing need.

### Planning for the future consultation<sup>41</sup>

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<sup>39</sup> MHCLG, August 2020, Changes to the current planning system consultation

<sup>40</sup> MHCLG, 24 May 2021 published PPG further detail on First Homes and their implementation. This is set out in section 2 below. We have incorporated First Homes as a sensitivity test within our initial Reg 18 viability advice and therefore this now becomes the baseline scenario as First Homes are now a requirement.

<sup>41</sup> MHCLG, August 2020, Planning for the Future – White Paper

- 2.58 This document outlines considerable long-term changes to the UK planning system. The outcome of this consultation will likely mean changes to primary legislation rather than just the NPPF.
- 2.59 A number of significant changes are proposed not least including the way local authorities evidence and create local plans. Amongst other things the way viability is considered in the planning system will be transformed with proposals including the removal of S106 agreements and CIL. These would be replaced with a single consolidated 'Infrastructure Levy' which would include all planning gain developer contributions – including affordable housing.
- 2.60 These changes could have a significant impact on the Local Plan Review and this viability assessment. We do not know what future plans may look like under the new system but it is likely that viability assessments such as this will change considerably. However, the Chief Planner and MHCLG have strongly encouraged Local Authorities to continue in the preparation and adoption of Local Plans, stating that a *'suitable transition period from approved to new local plans will be implemented'* as part of the reforms.<sup>42</sup>

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<sup>42</sup> MHCLG, 2020, Planning Newsletter No. 3

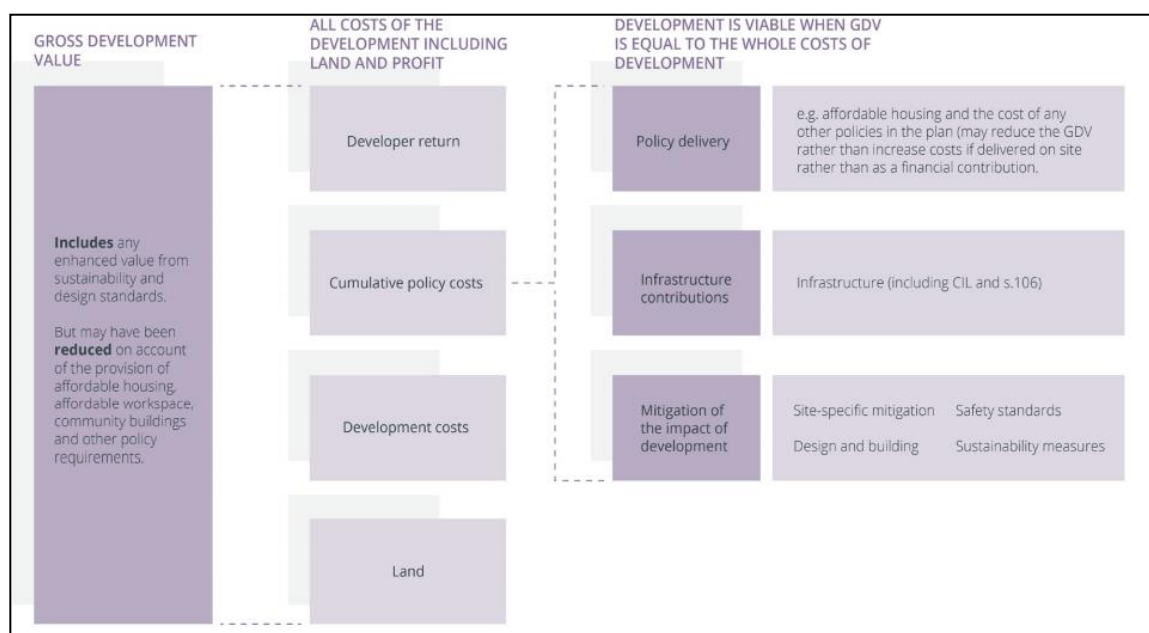
### 3 Methodology

- 3.1 In this section of the report, we set out our methodology to establish the viability of the various land uses and development typologies to use in the testing.
- 3.2 Cross-reference should be made back to the Viability PPG guidance in section 2 and specifically the guidance in respect of EUV, premium and profit.
- 3.3 We also set out the professional guidance that we have had regard to in undertaking the economic viability appraisals.

#### Viability modelling best practice

- 3.4 The general principle is that affordable housing, CIL and other planning obligations will be levied on the increase in land value resulting from the grant of planning permission. However, there are fundamental differences in land economics and every development scheme is different. Therefore, to derive planning contributions (including CIL) and understand the 'appropriate balance', it is important to understand the micro-economic principles which underpin the viability analysis.
- 3.5 The uplift in value is calculated using a Residual Land Value (RLV) appraisal. The residual land value is determined by deducting development costs from development values. Figure 3-1 illustrates the principles of a residual appraisal.

**Figure 3-1 Elements required for a viability assessment**

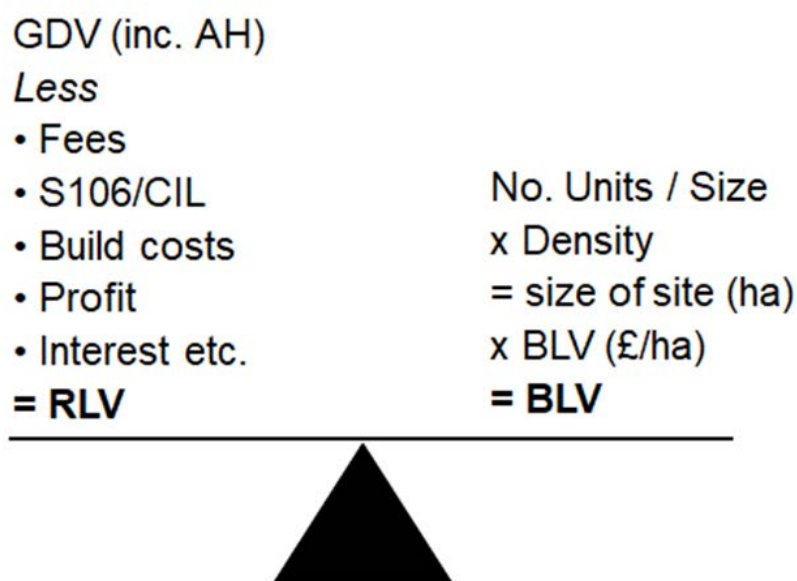


Source: RICS, March 2021 (effective from 01 July 2021), Assessing viability in planning under the National Planning Policy Framework 2019 for England



- 3.6 Our specific appraisals for each of the land uses and typologies are set out in the relevant sections below.
- 3.7 A scheme is viable if the Gross Development Value (GDV) of the scheme is greater than the total of all the costs of development including land acquisition, planning obligations and profit. Conversely, if the GDV is less than the total costs of development (including land, S106s and profit) the scheme will be unviable.
- 3.8 However, in order to advise on the ability of the proposed uses/scheme to support affordable housing and CIL/planning obligations we have benchmarked the residual land values (RLV) from the viability analysis against existing or alternative land use relevant to the particular typology – the Benchmark Land Value (BLV).
- 3.9 This approach is illustrated on the diagram in Figure 3-2.

**Figure 3-2 Balance between RLV and TLV**



Source: AspinallVerdi

## What to test?

- 3.10 For plan wide viability testing it is not necessary to test every proposed development site but to base the testing on the 'type of sites' which are reflective of the development proposed over the plan period – this is known as testing of 'typologies.' Where there are key sites (strategic sites) that are fundamental to the delivery of the plan these need to be considered separately. The PPG explains this as follows:



*‘Assessing the viability of plans does not require individual testing of every site or assurance that individual sites are viable. Plan makers can use site typologies to determine viability at the plan making stage. Assessment of samples of sites may be helpful to support evidence. In some circumstances a more detailed assessment may be necessary for particular areas or key sites on which the delivery of the plan relies.’<sup>43</sup>*

### What is meant by a typology approach to viability?

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- 3.11 Typologies for the viability testing are to be based on the proposed development in the plan to ensure the testing represents the type of development coming forward. In doing so it is appropriate to consider *‘shared characteristics such as location, whether brownfield or greenfield, size of site and current and proposed use or type of development.’*<sup>44</sup>
- 3.12 Within this report we refer to ‘scheme typologies’ e.g. housing, build-to-rent or older persons schemes of various sizes and ‘site typologies’ e.g. greenfield or brownfield existing uses.

### Viability testing of key sites

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- 3.13 The PPG considers key sites as those sites that are crucial to the delivery of the plan *‘...for example, large sites, sites that provide a significant proportion of planned supply, sites that enable or unlock other development sites or sites within priority regeneration areas.’*<sup>45</sup>
- 3.14 In this respect we have considered separately the following sites:
- North East Cambridge
  - Cambourne
  - Cambridge East Airport

### Development appraisal inputs

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- 3.15 In devising the inputs to use in the appraisals, it is acceptable to use standardised inputs (see section 2), rather than relying on site specifics: *‘All viability assessments, including any undertaken at the plan-making stage, should reflect the recommended approach in national planning guidance, including standardised inputs, and should be made publicly available.’*<sup>46</sup>

### Gross development value

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<sup>43</sup> MHCLG, 05 May 2019, PPG, Paragraph: 004 Reference ID: 10-004-20190509

<sup>44</sup> Ibid, Paragraph: 004 Reference ID: 10-003-20180724

<sup>45</sup> MHCLG, 24 July 2018, PPG, Paragraph 005 Reference ID: 10-005-20180724

<sup>46</sup> MHCLG, National Planning Policy Framework (NPPF), February 2019. Paragraph 57

- 3.16 The Gross development value is the cumulative value of the completed development. For plan wide viability assessments '*...average figures can be used, with adjustment to take into account land use, form, scale, location, rents and yields, disregarding outliers in the data.*'<sup>47</sup>

### Development costs

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- 3.17 The PPG explains, as with values, cost should also reflect local market conditions, it also places an emphasis to identify development costs at plan-making stage: Local market development costs could relate to dealing with local ground conditions, environmental mitigation, flood risk, design requirements, sustainability etc.
- 3.18 The PPG states '*As far as possible, costs should be identified at the plan making stage. Plan makers should identify where costs are unknown and identify where further viability assessment may support a planning application.*'<sup>48</sup>

### Benchmark land value

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- 3.19 Benchmark land value (BLV), also sometimes referred to as threshold land value, has been subject to much debate in recent years due to trying to establish the most appropriate method to determine it for planning purposes. The two most common approaches have been Existing Use plus and Market Value adjusted for policy. The latter, although a more market facing approach, has faced criticism<sup>49</sup> because practitioners have not been adjusting land values fully for policy. The PPG now provides a clear single method (Existing Use plus Premium) in determining land value:

*'To define land value for any viability assessment, a benchmark land value should be established on the basis of the **existing use value (EUV)** of the land, **plus a premium** for the landowner. The premium for the landowner should reflect the minimum return at which it is considered a reasonable landowner would be willing to sell their land. The premium should provide a reasonable incentive, in comparison with other options available, for the landowner to sell land for development while allowing a sufficient contribution to fully comply with policy requirements. Landowners and site purchasers should consider policy requirements when agreeing land transactions. This approach is often called 'existing use value plus' (EUV+).'*<sup>50</sup>

- 3.20 The PPG also sets out the factors that should be considered when establishing the land value:
- '*be based upon existing use value*

<sup>47</sup> Ibid, Paragraph: 011 Reference ID: 10-011-20180724

<sup>48</sup> MHCLG, 05 May 2019, PPG, Paragraph 014 Reference ID: 10-014-20190509

<sup>49</sup> Sayce, S, et al, January 2017, Viability and the planning system: the relationship between economic viability testing, land values and affordable housing in London

<sup>50</sup> MHCLG, 05 May 2019, PPG, Paragraph: 013 Reference ID: 10-013-20190509

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

*Viability assessments should be undertaken using benchmark land values derived in accordance with this guidance. **Existing use value should be informed by market evidence of current uses, costs and values. Market evidence can also be used as a cross-check of benchmark land value but should not be used in place of benchmark land value.** There may be a divergence between benchmark land values and market evidence; and plan makers should be aware that this could be due to different assumptions and methodologies used by individual developers, site promoters and landowners.*

*This evidence should be based on developments which are fully compliant with emerging or up to date plan policies, including affordable housing requirements at the relevant levels set out in the plan. Where this evidence is not available plan makers and applicants should identify and evidence any adjustments to reflect the cost of policy compliance. This is so that historic benchmark land values of non-policy compliant developments are not used to inflate values over time.*

***In plan making, the landowner premium should be tested and balanced against emerging policies. In decision making, the cost implications of all relevant policy requirements, including planning obligations and, where relevant, any Community Infrastructure Levy (CIL) charge should be taken into account.***<sup>51</sup>

- 3.21 As the RICS guidance explains '[t]he PPG is unambiguous that EUV+ is the primary approach',<sup>52</sup> with land transaction evidence to be used as a cross-check to the EUV plus premium.

## Guidance on premiums / land value adjustments

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- 3.22 Despite the clarity the PPG brings, there is still uncertainty on how the premium is calculated. This was highlighted in the research undertaken by Sarah Sayce: *'Overall, the 'EUV plus' approach was favoured by the majority of respondents, despite the recognition that **the premium element can be difficult to assess in some circumstances.***<sup>53</sup>
- 3.23 The PPG explains 'The premium should provide a reasonable incentive for a land owner to bring forward land for development while allowing a sufficient contribution to fully comply with policy requirements.'

<sup>51</sup> MHCLG, 09 May 2019, PPG, Paragraph: 014 Reference ID: 10-014-20190509

<sup>52</sup> RICS, March 2021 (effective from 01 July 2021), Assessing viability in planning under the National Planning Policy Framework 2019 for England, paragraph 5.7.6

<sup>53</sup> Sayce, S, et al, January 2017, viability and the planning system: the relationship between economic viability testing, land values and affordable housing in London, page 6

*Plan makers should establish a reasonable premium to the landowner for the purpose of assessing the viability of their plan. This will be an iterative process informed by professional judgement and must be based upon the best available evidence informed by cross sector collaboration.*<sup>54</sup>

3.24 In helping to inform the professional judgement, a balance needs to be struck between the competing interests (developers, landowners and the aims of the planning) *‘to secure maximum benefits in the public interest through the granting of planning permission.*<sup>55</sup>

3.25 In considering suitable premiums to apply we are mindful of the following:

- RICS, March 2021 (effective from 01 July 2021), Assessing viability in planning under the National Planning Policy Framework 2019 for England** – the RICS acknowledge that *‘[t]here is no standard amount for the premium and the setting of realistic policy requirements that satisfy the reasonable incentive test behind the setting of the premium is a very difficult judgement*<sup>56</sup> The RICS guidance further explains that *‘[f]or a plan-making FVA, the EUV and the premium is likely to be the same for the same development typology, but it would be expected that a site that required higher costs to enable development would achieve a lower residual value. This should be taken account of in different site typologies at the plan-making stage.*<sup>57</sup>
- The Harman Report**<sup>58</sup> - published in response to the introduction of viability becoming more prominent in the planning system post the introduction of the NPPF. Although the Harman Report pre-dates the current iteration of the PPG on viability it does recommend the EUV plus approach to determine land value for planning purposes. The Harman report also advocates that when assessing an appropriate Benchmark Land Value, consideration should be given to *‘the fact that future plan policy requirements will have an impact on land values and owners’ expectations.*<sup>59</sup> Harman does acknowledge that reference to market values will provide a useful ‘sense check’ on the Benchmark Land Values that are being used in the appraisal model; however, *‘it is not recommended that these are used as the basis for input into a model.*<sup>60</sup> It also acknowledges that for large greenfield sites, *‘land owners are rarely forced or distressed sellers, and generally take a much longer term view over the merits or otherwise of disposing of their asset.*<sup>61</sup> It refers to these ‘prospective sellers’ as *‘potentially making a once in a lifetime decision over whether to sell an asset*

<sup>54</sup> MHCLG, 09 May 2019, PPG, Paragraph: 016 Reference ID: 10-016-20190509

<sup>55</sup> MHCLG, 24 July 2018, PPG, 3.21 Paragraph: 010 Reference ID: 10-010-20180724

<sup>56</sup> RICS, March 2021 (effective from 01 July 2021), Assessing viability in planning under the National Planning Policy Framework 2019 for England, paragraph 5.3.3

<sup>57</sup> Ibid, paragraph 5.3.7

<sup>58</sup> Local Housing Delivery Group Chaired by Sir John Harman, 20 June 2012, Viability Testing Local Plans, Advice for planning practitioners

<sup>59</sup> Ibid, page 29

<sup>60</sup> Ibid

<sup>61</sup> Ibid, page 30

*that may have been in the family, trust or institution's ownership for many generations.*<sup>62</sup>

In these circumstances, Harman states that for these greenfield sites that *'the uplift to current use value sought by the landowner will invariably be significantly higher than in an urban context and requires very careful consideration.'*<sup>63</sup>

- HCA Area Wide Viability Model** - although now a dated document, the HCA Area Wide Viability Model (Annex 1 Transparent Viability Assumptions) provides guidance on the size of the premium. The guidance states that *'Benchmarks and evidence from planning appeals tend to be in a range of 10% to 30% above EUV in urban areas. For greenfield land, benchmarks tend to be in a range of 10 to 20 times agricultural value.'*<sup>64</sup>
- Inspector's Post-Hearing Letter to North Essex Authorities** – the Inspector's letter is in relation to, amongst other things, the viability evidence of three proposed garden communities in North Essex. The three Garden Communities would provide up to 43,000 dwellings in total. The majority of land for the Garden Communities is in agricultural use, and the Inspector recognised that the EUV for this use would be around £10,000 per gross acre. In this case, the Inspector was of the opinion that around a x10 multiple (£100,000 per gross acre) would provide sufficient incentive for a landowner to sell. But given *'the necessarily substantial requirements of the Plan's policies'* a price *'below £100,000/acre could be capable of providing a competitive return to a willing landowner.'*<sup>65</sup> The Inspector, however, judged that *'it is extremely doubtful that, for the proposed GCs, a land price below £50,000/acre – half the figure that appears likely to reflect current market expectations – would provide a sufficient incentive to a landowner. The margin of viability is therefore likely to lie somewhere between a price of £50,000 and £100,000 per acre [gross].'*<sup>66</sup>
- Parkhurst Road v SSCLG & LBI (2018)** - The High Court case between Parkhurst Road Limited (Claimant) and Secretary of State for Communities and Local Government and The Council of the London Borough of Islington (Defendant/s) addresses the issue of land valuation and the circularity of land values which are not appraised on a policy compliant basis. In this case it was common ground that the existing use was redundant and so the existing use value ("EUV") was "negligible". There was no alternative form of development which could generate a higher value for an alternative use ("AUV") than the development proposed by Parkhurst. The site did not suffer from abnormal constraints or costs. LBI contended that there was considerable "headroom" in the valuation of such a site enabling it to provide a substantial amount of affordable housing in accordance with policy requirements. Furthermore, that the achievement of that objective was being frustrated by

<sup>62</sup> Ibid

<sup>63</sup> Ibid

<sup>64</sup> HCA, August 2010, Area Wide Viability Model (Annex 1 Transparent Viability Assumptions)

<sup>65</sup> Planning Inspectorate, 15 May 2020, Examination of the Shared Strategic Section 1 Plan - North Essex Authorities, Paragraph 204

<sup>66</sup> Ibid, Paragraph 205

Parkhurst's use of a 'greatly inflated' BLV for the site which failed properly to reflect those requirements. Mr Justice Holgate dismissed the challenge and agreed with LBI that what is to be regarded as comparable market evidence, or a "market norm", should "reflect policy requirements" in order to avoid the "circularity" problem.

- **Land Value Capture report (Sept 2018)** - The House of Commons - Housing, Communities and Local Government Committee has published a report into the principles of land values capture. This defines land value capture, the scope for capturing additional land value and the lessons learned from past attempts to capture uplifts in land value. It reviews improving existing mechanisms, potential legislative reforms and alternative approaches to land value capture. Paragraph 109 of the report states [...] the extent to which the 'no-scheme' principle would reduce value "very much depends on the circumstances". For land in the middle of the countryside, which would not otherwise receive planning permission for housing, the entire development value could be attributed to the scheme. However, [...] most work was undertaken within constrained urban areas—such as town extensions and redevelopments—where the hope value was much higher. Hence it is important to consider the policy context for infrastructure and investment when considering land values. For example, where existing agricultural land in the green belt is being considered for housing allocations, the entire uplift in value is attributable to the policy decision (without which there can be no development).
- **Land at Warburton Lane, Trafford (Appeal Ref: APP/Q4245/W/19/3243720)** - planning appeal for up to 400 dwellings, appeal dismissed. The Inspector preferred the Council's approach to land value. The Council used agricultural land value of £8,000 per acre. They applied a x10 premium to the net developable area of 33.75 acres and £8,000 per acre to the remainder of the site. The total benchmark land value of £2,900,000. The total site area is 62 acres (25 hectares). The benchmark land value equated to £116,000 per gross hectare (£46,945 per gross acre) / 5.87 multiplier on the agricultural land value of £8,000 per acre. In considering the premium the Inspector noted that, *'there is no evidence that I have seen that says the premium should be any particular value. The important point is that it should be sufficient to incentivise the landowner to sell the land and should also be the minimum incentive for such a sale to take place'*. It was relevant to note that, *'in this case one of the two landowners had agreed in the option agreement to sell the land for whatever is left after a standard residual assessment'* and therefore had accepted lower minimum / BLV requirements.



## Brownfield / greenfield land economics

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- 3.26 CIL has its roots in the perceived windfall profit arising from the release of greenfield land by the planning system to accommodate new residential sites and urban extensions<sup>67</sup>. However, lessons from previous attempts to tax betterment<sup>68</sup> show that this is particularly difficult to achieve effectively without stymieing development. It is even harder to apply the concept to brownfield redevelopment schemes with all attendant costs and risks. The difference between greenfield and brownfield scheme economics is usually important to understand for affordable housing targets; plan viability and CIL rate setting.
- 3.27 The timing of redevelopment and regeneration of brownfield land particularly is determined by the relationship between the value of the site in its current [low value] use ("Existing Use Value") and the value of the site in its redeveloped [higher value] use – less the costs of redevelopment. Any planning gain which impacts on these costs will have an effect on the timing of redevelopment. This is relevant to consider when setting the 'appropriate balance'.
- 3.28 Fundamentally, CIL (and together with S106 etc.) is a form of 'tax' on development as a contribution to infrastructure. By definition, any differential rate of CIL/S106 will have a distorting effect on the pattern of land uses. The question as to how this will distort the market will depend upon how the CIL (and/or S106) is applied.
- 3.29 Also, consideration must be given to the 'incidence' of the tax i.e. who ultimately is responsible for paying it i.e. the developer out of profit, or the landowner out of price (or a bit from each).
- 3.30 This is particularly relevant in the context of brownfield sites in the town centres and built up areas. Any CIL on brownfield redevelopment sites will impact on the timing and rate of redevelopment. This will have a direct effect on economic development, jobs and growth.
- 3.31 In the brownfield context redevelopment takes place at a point in time when buildings are economically obsolete (as opposed to physically obsolete). Over time the existing use value of buildings falls as the operating costs increase, depreciation kicks in and the rent falls by comparison with modern equivalent buildings. In contrast the value of the next best alternative use of the site increases over time due to development pressure in the urban context (assuming there is general economic growth in the economy). Physical obsolescence occurs when the decreasing existing use value crosses the rising alternative use value.
- 3.32 However, this is not the trigger for redevelopment. Redevelopment requires costs to be incurred on site demolition, clearance, remediation, and new build construction costs. These costs have

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<sup>67</sup> See Barker Review (2004) and Housing Green Paper (2007)

<sup>68</sup> the 2007 Planning Gain Supplement, 1947 'Development Charge', 1967 'Betterment Levy' and the 1973 'Development Gains Tax' have all ended in repeal

- to be deducted from the alternative use value 'curve'. The effect is to extend the time period to achieve the point where redevelopment is viable.
- 3.33 This is absolutely fundamental for the viability and redevelopment of brownfield sites. Any tariff, tax or obligation which increases the costs of redevelopment will depress the net alternative use value and simply extend the timescale to when the alternative use value exceeds the existing use value to precipitate redevelopment.
- 3.34 Contrast this with the situation for development on greenfield land. Greenfield sites are constrained by the planning designation. Once a site is 'released' for development there is significant step-up in development value – which makes the development economics much more accommodating than brownfield redevelopment. There is much more scope to capture development gain, without postponing the timing of development.
- 3.35 That said, there are some other important considerations to take into account when assessing the viability of greenfield sites. This is discussed in the Harman Report<sup>69</sup>.
- 3.36 The existing use value may be only very modest for agricultural use and on the face of it the landowner stands to make a substantial windfall to residential land values. However, there will be a lower benchmark (Benchmark Land Value) where the land owner will simply not sell. This is particularly the case where a landowner *'is potentially making a once in a lifetime decision over whether to sell an asset that may have been in the family, trust or institution's ownership for many generations.'*<sup>70</sup> Accordingly, the 'windfall' over the existing use value will have to be a sufficient incentive to release the land and forgo the future investment returns.
- 3.37 Another very important consideration is the promotional cost of strategic greenfield sites. For example, in larger scale urban extension sites such as the Strategic Sites (e.g. Cambourne etc) identified as emerging site allocations, there will be significant investment in time and resources required to promote these sites through the development plan process. The benchmark land value therefore needs to take into account of the often-substantial planning promotion costs, option fees etc. and the return required by the promoters of such sites. *'This should be borne in mind when considering the [benchmark] land value adopted for large sites and, in turn, the risks to delivery of adopting too low a [benchmark] that does not adequately and reasonably reflect the economics of site promotion...'*<sup>71</sup>
- 3.38 This difference between the development 'gain' in the context of a greenfield windfall site and the slow-burn redevelopment of brownfield sites is absolutely fundamental to the success of any

<sup>69</sup> Local Housing Delivery Group, Local Government Association / Home Builders Federation / NHBC (20 June 2012) Viability Testing Local Plans, Advice for planning practitioners, Edition 1 (the 'Harman' report) pp 29-31

<sup>70</sup> Local Housing Delivery Group, Local Government Association / Home Builders Federation / NHBC (20 June 2012) Viability Testing Local Plans, Advice for planning practitioners, Edition 1 (the 'Harman' report) page 30

<sup>71</sup> Local Housing Delivery Group, Local Government Association / Home Builders Federation / NHBC (20 June 2012) Viability Testing Local Plans, Advice for planning practitioners, Edition 1 (the 'Harman' report) page 31



regime to capture development gain such as CIL. It is also key to the 'incidence' of the tax i.e. whether the developer or the land owner carries the burden of the tax.

- 3.39 In the case of Cambridgeshire there are a number of housing sites coming forward which are both greenfield and brownfield sites and therefore we have appraised both greenfield and brownfield scheme typologies.

## Land economics summary

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- 3.40 A very important aspect when considering area-wide viability is an appreciation of how the property market for development land works in practice.
- 3.41 Developers have to secure sites and premises in a competitive environment and therefore have to equal or exceed the landowners' aspirations as to value for the landowner to sell. From the developers' perspective, this price has to be agreed often many years before commencement of the development. The developer has to subsume all the risk of: ground conditions; obtaining planning permission; funding the development; finding a tenant/occupier; increases in construction costs; and changes to the economy and market demand etc. This is a significant amount of work for the developer to manage; but this is the role of the developer and to do so the developer is entitled to a normal developer's profit.
- 3.42 The developer will appraise all of the above costs and risks to arrive at their view of the residual site value of a particular site.
- 3.43 To mitigate some of these risks developers and landowners often agree to share some of these risks by entering into arrangements such as: Market Value options based on a planning outcome; 'subject to planning' land purchases; promotion agreements; and / or overage agreements whereby the developer shares any 'super-profit' over the normal benchmark.
- 3.44 From the landowners' perspective, they will have a preconceived concept of the value or worth of their site. This could be fairly straight-forward to value, for example, in the case of greenfield agricultural land which is subject to per hectare benchmarks. However, in the case of brownfield sites, the existing use value could be a lot more subjective depending upon: the previous use of the property; the condition of the premises; contamination; and/or any income from temporary lets, car parking and advertising hoardings etc. Also, whilst (say) a former manufacturing building could have been state-of-the-art when it was first purchased by the landowner, in a redevelopment context it might now be the subject of depreciation and obsolescence which the landowner finds difficult to reconcile. Accordingly, the existing use value is much more subjective in a brownfield context.

## Hope Value

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- 3.45 Furthermore, where there is a possibility of development the landowner will often have regard to 'hope value'. Hope value is the *element of* market value of a property in excess of the existing use value, reflecting the prospect of some more valuable future use or development. It takes account of the uncertain nature or extent of such prospects, including the time which would elapse before one could expect planning permission to be obtained or any relevant constraints overcome, so as to enable the more valuable use to be implemented. Therefore, in a rising market, landowners may often have high aspirations of value beyond that which the developer can justify in terms of risk and in a falling market the land owner may simply 'do nothing' and not sell in the prospect of a better market returning in the future. The actual amount paid in any particular transaction is the purchase price and this crystallises the value for the landowner.
- 3.46 Note that hope value is represented in the EUV premium and can never be in excess of policy compliant market value (RLV), given RICS guidance on the valuation of development sites.
- 3.47 Hence land 'value' and 'price' are two very different concepts which need to be understood fully when formulating planning policy and CIL. The incidence of any S106 tariff or CIL to a certain extent depends on this relationship and the individual circumstances. For example, a farmer with a long-term greenfield site might have limited 'value' aspirations for agricultural land – but huge 'price' aspirations for residential development. Whereas an existing factory owner has a much higher value in terms of sunk costs and investment into the existing use and the tipping point between this and redevelopment is much more marginal.
- 3.48 Current guidance is clear that the land value assessment needs to be based on Existing Use plus premium and not a Market Value approach. Although the assessment of the Existing Use can be informed by comparable evidence the uncertainty lies in how the premium is calculated. Whatever is the resulting land value (i.e. Existing Use plus Premium) the PPG is clear that this must reflect the cost of complying with policies: *'the total cost of all relevant policy requirements including contributions towards affordable housing and infrastructure, Community Infrastructure Levy charges, and any other relevant policies or standards. These costs should be taken into account when defining benchmark land value.'*<sup>72</sup>

## How to interpret the viability appraisals

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- 3.49 We have undertaken viability testing using a bespoke Microsoft Excel model. The model calculates the viability surplus/deficiency for each scenario with results displayed in a series of tables.
- 3.50 The accompanying sensitivity tables (see example in Table 3-1) work on the basis that the variables run through the appraisals to generate multiple results of surplus/deficient against the given

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<sup>72</sup> MHCLG, 24 July 2018, PPG, Paragraph: 012 Reference ID: 10-012-20180724

**Table 3-1 Example of development appraisal sensitivity tables**

Source: AspinallVerdi, December 2020

3.51 This report is a follow up to the high-level strategic options assessment undertaken last year (November 2020). In this respect, we have not undertaken any further stakeholder engagement at this time, other than as described in 3.53.

3.52 Stakeholder engagement, including a consultation workshop, will be undertaken at the next stage of our work, particularly leading up to the draft Local Plan stage.

3.53 At this time, stakeholder engagement has been limited to the North East Cambridge AAP, where the plan making process is at a more advanced stage. Further details of the Cambridge East Airport strategic site will be developed for the draft plan, and it is acknowledged that Cambourne is identified as a broad location in the policy proposals rather than providing a specific site.

## 4 Local Policy Context

- 4.1 This section sets out the local policy context for our viability assessment.
- 4.2 Cambridge City Council and South Cambridgeshire District Councils both adopted Local Plans in 2018. These plan to deliver at least 33,500 homes between 2011 and 2031. They were informed by an infrastructure delivery plan and viability assessment. This includes major developments on the edge of Cambridge, and new settlements at Northstowe, Waterbeach and Bourn Airfield. Whilst both Councils considered adopting a CIL this was not taken forward, and developer funding for infrastructure has been secured via section 106.
- 4.3 Both Councils plans currently seek a minimum of 40% affordable housing on qualifying sites subject to viability.

### Adjacent authority policies

- 4.4 The property market for development is a continuum across boundaries within Cambridgeshire and beyond. It is therefore relevant to consider the Affordable Housing targets and CIL requirements in surrounding authorities/districts. That said, every local jurisdiction has unique economic circumstances and geography which could result in different FVA evidence. For example, Cambridge is the centre of the City Region and is a core city and Greater Cambridge is a more rural area which is also part of the Cambridge functional economic area.
- 4.5 Table 4-1 summarises the approach taken in adjacent authorities to affordable housing policy.

**Table 4-1 - Adjacent Authorities Policies**

Authority	Affordable Housing Policy	Residential CIL £ psm	Retail and Commercial CIL £ psm
Huntingdonshire (adopted 2019, CIL rates relate to 2020)	40%	£127.31	All A Class uses 500 sq m or less £59.91 All A Class uses >500 sq m £149.78 All Class C1 uses £89.87 All Class C2 £67.40 Health (D1) £97.35 All other uses - £0
Uttlesford (Local Plan withdrawn from examination in 2020)	40%	N/a	N/a
East Cambridgeshire	30% – 40%	£40 - £90	Retail & sui-generis akin to retail £120 All other uses £0
Fenland	20% - 35%	N/A	N/A

Source: AspinallVerdi, 2021

- 4.6 The above table demonstrates that overall, there are a wide variety of requirements, with some authorities requiring just 20% affordable housing in lower value areas up to a maximum of a 40% requirement in higher value zones. Even within districts, affordable housing policies usually contain a wide range, for example Fenland ranges from a 20% - 35% affordable housing requirement.

## Greater Cambridge Local Plan First Proposals 2021

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- 4.7 The Greater Cambridge Local Plan is intended to replace the Council's current local plans:
- South Cambridgeshire Local Plan (2018)
  - Cambridge Local Plan (2018)
- 4.8 The Greater Cambridge Local Plan will cover the period to 2041. Having consulted on issues and options in 2020, the Councils have now developed preferred options for the plan, and are carrying out a 'First Proposals' consultation in late 2021. This remains part of the regulation 18 stages of plan making, and it is intended to carry out further consultation on a draft Local Plan in 2022, also still at the regulation 18 stage.
- 4.9 The First Proposals identify the preferred level of development and sites that would allocate to respond to that need. It also identifies a series of policy approaches, seeking to consult before preparing the draft Local Plan. We have reviewed the proposals identified in the First Proposals to explore their viability implications, acknowledging that further work will be required as the draft plan is developed and refined.

## Emerging Policies

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- 4.10 We have been provided with a schedule of proposed policies that form part of the First Proposals by the Greater Cambridge Shared Planning Service.
- 4.11 The policies matrix identifies the policy proposals which have a direct, indirect or no impact on viability. Where necessary, it sets out the assumption we have made to mitigate the policy and identifies the source of this assumption. A full detailed policies matrix has been prepared and is provided in Appendix 1.
- 4.12 Those key draft policies that have a direct impact on viability are summarised in the tables below. Table 4.2 lists those policies where we have included a specific, bespoke cost within our appraisals to account for their impact. These are the policies that will be the focus of our recommendations later in this report.
- 4.13 Table 4.3 lists those policies which whilst they do have an impact on cost, we have not included a bespoke cost within the appraisal, for instance, in the selection of development typologies, or where costs would form part of the standard assessment of professional fees.

- 4.14 A number of these policies have been added or amended since the November 2020 report. As such, the outputs of our viability testing have evolved to reflect these additional costs, and as a result, the surpluses previously identified will likely reduce as the policy costs are layered into our testing.
- 4.15 In the event that any of the policies in Table 4.3 later have an identified cost attributed to them, e.g. as a S106 contribution, this could come out of the surplus (if any).

**Table 4-2 - Key Policy Proposals Directly Impacting on Viability**

Policy	Impact on Viability *	Implications for Local Plan and CIL Viability Assessment
<b>CC/NZ1: Net zero carbon new buildings</b>	Direct	<p>For the purposes of our plan viability assessment, the net zero carbon cost has been explicitly included in our appraisals. This has been informed by the Greater Cambridge Net Zero Carbon Study (Bioregional, Etude, Currie &amp; Brown, 2021).</p> <p>We have included the below costs in our assessment. These costs are that which is required over and above the baseline cost of properties built by a medium-sized developer, building several hundred homes per year. These costs allow for installation of a heat pump, mechanical ventilation with heat recovery (MVHR) and photovoltaics (full breakdown included in tables 7 – 10)</p> <p>Semi-detached house: £12,880 (10% increase on cost)</p> <p>Mid-terrace: £13,985 (13% increase on cost)</p> <p>Flats: £7,568 – based on 40 flats (5% increase on cost)</p>
<b>CC/WE: Water efficiency in new developments</b>	Direct	<p>Code Level 3 and 4 (105I) are already included in our testing. An extra over cost has been included for additional water standards costs with reference to Code for Sustainable Homes levels 5 and 6 (Housing Standards Review Cost Impacts report, DCLG 2014). Baseline allowance of £9 per unit to Code levels 3 &amp; 4, and £2,697 to achieve Code levels 5 &amp; 6 based on Department of Communities and Local Government Housing Standards Review Cost Impact, September 2014 by EC Harris.</p> <p>We have index linked this by 2% per annum and applied a combined £3,109 per dwelling.</p>
<b>BG/BG: Biodiversity and geodiversity</b>	Direct	<p>For the purposes of our viability assessment, we have assumed that the relevant cost of professional reports (e.g. Biodiversity Action Plans (BAPs) and / or Geodiversity Action Plans (GAPs) and mitigation strategies etc.) is included in the professional fee budget.</p> <p>We have assumed that the cost of relevant mitigation is included in:</p> <ul style="list-style-type: none"> <li>the net-to-gross site area assumption in terms of land take;</li> <li>the external works cost and the net-biodiversity gain costs etc;</li> </ul> <p>Where there are particularly nature conservation issues that arise from particularly sensitive development sites, that this is</p>

		<p>known to the developer as part of their site due diligence, the costs of mitigation should be factored into the price paid for the land.</p> <p>Costs associated with these requirements are included within our use of appropriate local construction cost benchmarks and external works cost benchmarks which developers will take into consideration biodiversity requirements (which developers have been delivering).</p> <p>Note that in the future the government is committed to mandating biodiversity net gain on sites. It is anticipated the Environment Bill will be ratified in 2021, with the requirements to be implemented in 2023.</p> <p>For the purposes of our plan viability assessment, the biodiversity net gain/habitats charge has been explicitly included in our appraisals.</p> <p>We have included a Net gain delivery cost of £1,211 per housing unit for greenfield development and £289 per housing unit for brownfield development.</p> <p>This is based upon the East regional cost (central estimate) in the Net gain delivery cost tables (Tables 16 and 17) from the DEFRA Biodiversity net gain and local nature recovery strategies Impact Assessment 15/10/2019, inclusive of an increase in cost to achieve 20% net gain.</p>
<b>GP/GB: Protecting and enhancing the Cambridge Green Belt</b>	Direct	<p>Green Belt land is currently constrained by the green belt policy. They, therefore, have a very low Existing Use Value (EUV) as agricultural land etc. Where green belt sites are released for development there is a significant uplift in land value for the proposed use (e.g. residential development). The loss mitigation is to be paid for out of this land value uplift.</p> <p>In this respect, we have included £1,000 per unit S106 cost for Green Belt Loss Mitigation.</p> <p>We have also explicitly taken into consideration:</p> <ul style="list-style-type: none"> <li>the net to gross site area of the site to include a large landscaping buffer (the land cost of which is included in the land value assumptions/calculations)</li> <li>external works costs to include walking and cycling routes, planning, SuDs etc</li> </ul>
<b>H/AH: Affordable Housing</b>	Direct	<p>Our scheme Typologies Matrix and viability appraisals are specifically designed to test the viability of this policy in the context of the cumulative impact of all of the new policies herein. The drafting of this policy is an iterative process having regard to the results of the viability appraisals and specifically the sensitivity appraisals.</p> <p>Note that in accordance with the PPG, policy requirements, particularly for affordable housing, should be set at a level that takes account of affordable housing and infrastructure needs and allows for the planned types of sites and development to be deliverable, without the need for further viability assessment at the decision-making stage. (Paragraph: 002 Reference ID: 10-002-20190509, Revision date: 09 05 2019).</p> <p>In carrying out our appraisals, we have assumed the following tenure(s):</p>



		<ul style="list-style-type: none"> <li>• 25% First Homes (with a 30% discount compared to the open market value)</li> <li>• 15% shared ownership</li> <li>• 10% social rent</li> <li>• 50% affordable rent (rents are set at 60% of market rents in Cambridge and 70% of market rents in South Cambs).</li> </ul>
<b>H/SS: Residential Space Standards and accessible homes</b>	Direct	<p>This policy sets out design principles that new development should follow in order to ensure that housing standards are maintained.</p> <p>We have developed our scheme typologies (see Typologies Matrix) having regard to the house sizes that have been developed and sold recently (see the Residential Market Paper). We have applied the Nationally Described Space Standard (NDSS) within our appraisals as the minimum standard.</p> <p>This policy also ensures there is an adequate supply for housing for an aging population and for people with disabilities.</p> <p>M4(2) Category 2 - Accessible and adaptable dwellings – are dwellings that provide a higher level of accessibility that is beneficial to a wide range of people who occupy or visit the dwelling, and provides particular benefit to older and disabled people, including some wheelchair users.</p> <p>M4(3) Category 3 - Wheelchair user dwellings – are dwellings that are suitable, or potentially suitable through adaptation, to be occupied by wheelchair users.</p> <p>This has a cost implication for development. In addition to the baseline BCIS construction cost we have made extra-over allowance for these optional Building Regulations requirements to demonstrate that this is achievable:</p> <p>+ £586 per unit for accessible and adaptable housing M4(2) Category 2</p> <p>+ £11,386 per unit for wheelchair adaptable dwellings M4(3) Category 3.</p> <p>This is based on the DCLG housing Standards Review, Final Implementation Impact Assessment, March 2015, paragraphs 153 and 157, which we have increased by 2% per annum.</p>
<b>I/EV: Parking and Electric Vehicles</b>	Direct	<p>For the purposes of our viability assessment, we have included £1,000 per unit for EV charging (and £2,500 for a multi-charging point for every 4 x flats). These costs are based on research and commentary undertaken by Bioregional and Currie and Brown.</p> <p>For the purpose of viability, we have assumed that parking for cars and cycling is included within the externals allowance we have included.</p>
<b>I/EI: Energy Infrastructure Masterplanning</b>	Direct	<p>This policy has a direct impact on the development costs.</p> <p>As the IDP documents do not contain any specific infrastructure costs, we have made assumptions on the level of infrastructure required – please refer to I/ID.</p>



<b>I/ID: Infrastructure and Delivery</b>	Direct	<p>This policy has a direct impact on the development costs.</p> <p>As the IDP documents do not contain any specific infrastructure costs, and this is a high level assessment at this stage, we have made assumptions on the level of infrastructure that would be required, based on the typologies as follows:</p> <p>Urban A &amp; C (AAP): £30,000 per dwelling</p> <p>Cambridge East: £30,000 per dwelling</p> <p>Cambourne: £30,000 per dwelling</p> <p>Urban B: £0</p> <p>Edge of Cambridge (greenfield): £20,000 per dwelling</p> <p>Edge of Cambridge (brownfield): £15,000 per dwelling</p> <p>New settlement: £30,000 per dwelling</p> <p>Dispersal villages: £10,000 per dwelling</p> <p>More detailed work will be undertaken at the draft plan stage.</p>
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Source: AspinallVerdi, 2021

**Table 4-3 - Key Policies Directly Impacting on Viability**

Policy	Impact on Viability *	Implications for Local Plan and CIL Viability Assessment
<b>CC/DC: Designing for a changing climate</b>	Direct	<p>All developers need to address managing heat risk for their buildings to be marketable. We assume that the heat mitigation can be built into the design at no additional cost.</p>
<b>CC/FM: Flooding and integrated water management</b>	Direct	<p>For the purposes of our viability assessment, we have assumed that the cost of professional fees for the relevant Flood Risk Assessments and Drainage Strategy reports etc. are included within our overall professional fee budget.</p> <p>This policy is to ensure the appropriate management and treatment of surface and foul water disposal to reduce the flood risk in the Plan area. It states that development proposals should include the use of sustainable drainage systems. There are associated costs with this policy and therefore it has a direct impact on viability.</p> <p>It is important to stress that developers should consider drainage solutions at the outset of their scheme design and factor in the costs when acquiring sites.</p> <p>These are not new and unknown costs.</p> <p>The cost of foul and surface water drainage and SUDs etc. is included in the cost of the external works within our appraisals.</p> <p>Where there are sites with abnormal costs associated with flood mitigation (e.g. sites in Flood Zone 2 or 3), these costs should be deducted from the price of the land. I.e. one cannot pay the same price for land which is not subject to flooding, compared to land which is constrained by flooding.</p>
<b>BG/GI: Green infrastructure</b>	Direct	<p>This policy is to promote health, wellbeing and equality by safeguarding and improving open space. The policy outlines the need for a contribution from new residential development</p>

		<p>towards the provision of open space. This is taken into consideration within our viability assessment through:</p> <ul style="list-style-type: none"> <li>the net-to-gross developable area assumptions as part of the BLV calculations;</li> <li>the density assumption (dph) which is to allow for the relevant open space;</li> <li>External works costs which allow for relevant open space costs;</li> <li>any specific S106 contributions sought by the LPA.</li> </ul>
<b>BG/TC: Improving Tree Canopy Cover and the Tree Population</b>	Direct	<p>For the purposes of our viability assessment, we have assumed that the relevant cost of professional fees (accredited arboriculturist) is included in the professional fee budget.</p> <p>We have assumed that the cost of relevant tree and hedgerow planting etc. is included in:</p> <ul style="list-style-type: none"> <li>the net-to-gross site area assumption in terms of land take;</li> <li>the external works cost and the net-biodiversity gain costs include for the relevant landscaping and tree planting etc.</li> </ul> <p>Where there are particularly mature trees (TPOs etc.) and hedgerow to be protected, that this is known to the developer as part of their site due diligence and the costs of mitigation is factored into the price paid for the land. I.e. one cannot pay the same price for land which is cleared as a developer platform, compared to land which is constrained by mature trees and hedgerows.</p>
<b>BGRC: River Corridors</b>	Direct	<p>For the purposes of our viability assessment, we have assumed that the relevant cost of professional reports is included in the professional fee budget.</p> <p>We have assumed that the cost of relevant mitigation is included in:</p> <ul style="list-style-type: none"> <li>the net-to-gross site area assumption in terms of land take;</li> <li>the external works cost.</li> </ul> <p>Where there are particularly nature conservation issues that arise from particularly sensitive development sites, that this is known to the developer as part of their site due diligence, the costs of mitigation should be factored into the price paid for the land.</p>
<b>BG/EO: Providing and enhancing open spaces</b>	Direct	<p>This policy is to promote health, wellbeing and equality by safeguarding and improving open space. The policy outlines the need for a contribution from new residential development towards the provision of open space. This is taken into consideration within our viability assessment through:</p> <ul style="list-style-type: none"> <li>the net-to-gross developable area assumptions as part of the BLV calculations;</li> <li>the density assumption (dph) which is to allow for the relevant open space;</li> <li>External works costs which allow for relevant open space costs;</li> </ul>

		<ul style="list-style-type: none"> <li>Site specific S106 contributions – where available (see Typologies Matrix).</li> </ul> <p>Our scheme Typologies Matrix and viability appraisals are also able to test the viability of this policy in the context of the cumulative impact of all of the new policies herein. The drafting of this policy is an iterative process having regard to the results of the viability appraisals and specifically the sensitivity appraisals.</p>
<b>WS/HD: Creating healthy new developments</b>	Direct	For the purposes of our viability assessment, we have assumed that the relevant cost of professional fees for the Health Impact Assessment is included in the professional fee budget.
<b>WSCF: Community, Sports, and Leisure Facilities</b>	Direct	Our scheme Typologies Matrix and viability appraisals are specifically designed to test the viability of this policy in the context of the cumulative impact of all of the new policies herein. The drafting of this policy is an iterative process having regard to the results of the viability appraisals and specifically the sensitivity appraisals.
<b>WS/HS: Pollution, health and safety</b>	Direct	For the purposes of our viability assessment we have assumed that the relevant cost of professional fees for the Contaminated Land Reports etc is included in the professional fee budget.
<b>GP/PP1: Place/context sensitive design (responding to context / place first approach)</b>	Direct	For the purposes of our viability assessment we have assumed that the relevant cost of professional fees for the Design and Access Statement is included in the professional fee budget.
<b>GP/LC: Protection and enhancement of landscape character</b>	Direct	<p>This policy is an over-arching policy which links other more detailed policies described herein/above.</p> <p>For the purposes of our viability assessment, we have assumed that the relevant cost of professional designers etc. to achieve high-quality design is included in the professional fee budget.</p> <p>It is in developers own interests to achieve high-quality, well-placed design as this adds value (as is demonstrated by the Building Better, Building Beautiful Commission report (January 2020)). Well-designed place should therefore add to value and make development more viable.</p>
<b>GP/QD: Creating high quality development</b>	Direct	<p>This policy sets out design principles that new development should follow to ensure Greater Cambridge's different characteristics and qualities are maintained and enhanced. There is therefore a direct impact on the construction cost.</p> <p>Notwithstanding this, the minimum design standard is the Building Regulations and therefore the cost of compliance is reflected in the BCIS costs that we have used within our appraisals. Note also that good design leads to high quality environments which are reflected in the value of real estate. We have used current values (and costs) within our appraisals.</p> <p>For the purposes of our viability assessment we have assumed that the relevant cost of professional designers etc. to achieve high-quality design is included in the professional fee budget.</p>

<b>GP/QP: Achieving high quality landscape and public realm</b>	Direct	The cost of public realm assets is included in the cost of the external works within our appraisals.
<b>GP/HA: Conservation and Enhancement of Heritage Assets</b>	Direct	<p>This policy has a direct impact on our viability assessment given that there is a cost associated with these policy requirements from developments in conservation areas and other historic environment assets.</p> <p>We have used current costs based on the BCIS and rebased them to the Cambridge &amp; South Cambridge areas which take into consideration costs of 'typical' development across the Greater Cambridge authorities. We acknowledge that construction costs are likely to be higher within designated heritage environments, but values are also likely to be higher. Furthermore, developments involving heritage assets are likely to require a bespoke approach to viability e.g. enabling development and/or grants.</p> <p>For the purposes of our viability assessment, we have assumed that the relevant cost of professional fees for the required heritage statement(s) is included in the professional fee budget.</p>
<b>GP/CC: Adapting Heritage Assets to Climate Change</b>	Direct	As above.
<b>J/NE: New Employment Development Proposals</b>	Direct	In determining the relevant scheme typologies, we have had regard to the requirements of this policy. The relevant density assumption and unit mix is set out on the Typologies Matrix.
<b>J/AL: Protecting the Best Agricultural land</b>	Direct	In determining the relevant scheme typologies, we have had regard to the requirements of this policy. The relevant density assumption and unit mix is set out on the Typologies Matrix.
<b>J/AW: Affordable Workspace and creative industries</b>	Direct	Our scheme Typologies Matrix and viability appraisals are specifically designed to test the viability of this policy in the context of the cumulative impact of all of the new policies herein. The drafting of this policy is an iterative process having regard to the results of the viability appraisals and specifically the sensitivity appraisals.
<b>J/EP: Supporting a range of facilities in employment parks</b>	Direct	In determining the relevant scheme typologies, we have had regard to the requirements of this policy. The relevant density assumption and unit mix is set out on the Typologies Matrix.
<b>J/RC: Retail and Centres</b>	Direct	In determining the relevant scheme typologies, we have had regard to the requirements of this policy. The relevant density assumption and unit mix is set out on the Typologies Matrix.
<b>J/VA: Visitor Accommodation, Attractions and Facilities</b>	Direct	In determining the relevant scheme typologies, we have had regard to the requirements of this policy. The relevant density assumption and unit mix is set out on the Typologies Matrix.
<b>J/FD: Faculty Development and Specialist/Language Schools</b>	Direct	In determining the relevant scheme typologies, we have had regard to the requirements of this policy. The relevant density assumption and unit mix is set out on the Typologies Matrix.

<b>H/ES: Exception Sites for Affordable Housing</b>	Direct	Our scheme Typologies Matrix and viability appraisals are specifically designed to test the viability of this policy in the context of the cumulative impact of all of the new policies herein. The drafting of this policy is an iterative process having regard to the results of the viability appraisals and specifically the sensitivity appraisals.
<b>H/HM: Housing Mix</b>	Direct	In determining the relevant scheme typologies, we have had regard to the requirements of this policy. The relevant density assumption and unit mix is set out on the Typologies Matrix.
<b>H/HD: Housing Density</b>	Direct	In determining the relevant scheme typologies, we have had regard to the requirements of this policy. The relevant density assumption and unit mix is set out on the Typologies Matrix.
<b>H/SH: Specialist Housing and homes for Older People</b>	Direct	In determining the relevant scheme typologies, we have had regard to the requirements of this policy. The relevant density assumption and unit mix is set out on the Typologies Matrix.
<b>H/BR: Build to Rent Homes</b>	Direct	In determining the relevant scheme typologies, we have had regard to the requirements of this policy. The relevant density assumption and unit mix is set out on the Typologies Matrix.
<b>H/SA: Student Accommodation</b>	Direct	In determining the relevant scheme typologies, we have had regard to the requirements of this policy. The relevant density assumption and unit mix is set out on the Typologies Matrix.
<b>H/DC: Dwellings in the Countryside</b>	Direct	In determining the relevant scheme typologies, we have had regard to the requirements of this policy. The relevant density assumption and unit mix is set out on the Typologies Matrix.
<b>I/ST: Sustainable Transport and Connectivity</b>	Direct	For the purposes of our viability assessment we have assumed that the relevant cost of professional fees for the required transport documents is included in the professional fee budget.
<b>I/DI: Digital infrastructure</b>	Direct	For the purposes of our viability assessment we have assumed that the relevant cost of professional fees for the required connectivity documents is included in the professional fee budget.  For the purpose of viability, we have assumed that the broadband infrastructure/street furniture is included within the externals allowance we have included.

Source: AspinallVerdi, 2021

## 5 Developing viability scenarios

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- 5.1 We now set out the scenarios to use in our viability testing. As we have explained in chapter 3 it is not necessary to test every proposed development in the plan, but a typology approach is acceptable.
- 5.2 The RICS explains that *'[d]evelopment typologies should be representative of the development that is planned and reflect the characteristics of groups of sites identified in the proposed land supply. These typologies will be a combination of site typologies (e.g. greenfield or brownfield) and scheme typologies (e.g. houses or flats for sale or build to rent, other specialist housing, and commercial or mixed-use schemes).'*<sup>73</sup>

### Residential typologies / value zones

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- 5.3 Generic residential typologies are developed through the following analysis:
- Different sales values based on the detailed analysis undertaken in the Residential Property Market Report in Appendix 3. This is to establish whether the testing can be varied by sales values/market areas. The RICS explains *'Since value is often highly location-dependent, assessors should identify the high- and low-value locations within a plan area. Areawide assessments should test typologies in different value bands to reflect value variations within an LPA area based on the available evidence. Failure to do this could have a serious impact on the delivery of government policy to decrease the dependence on viability appraisals at the decision-taking stage of the planning process.'*<sup>74</sup>
  - The pattern of proposed development referenced back to the analysis of sales values to assess whether sites are coming forward in 'single area of value' or multiple areas of value – this is to support, or otherwise, to vary the testing by sale values.
  - Pattern of proposed development – greenfield/brownfield, number of units and development density cross-referenced with values – this is to support varying the testing by land use type, size and density – all of which change the development economics.
  - Dwelling types and mix – here we consider the area's need for market and affordable tenures and the type of housing (e.g. 1, 2, 3, 4-bed plus units).
- 5.4 Although we have set out the analysis in stages, in reality, there have been multiple iterations across all the stages to establish the final typologies used in the testing. In establishing the typologies, we have also been mindful that they represent the *'majority of the unconsented land*

<sup>73</sup>RICS, March 2021 (effective from 01 July 2021), Assessing viability in planning under the National Planning Policy Framework 2019 for England, paragraph 3.3.6

<sup>74</sup> Ibid, paragraph 4.2.8

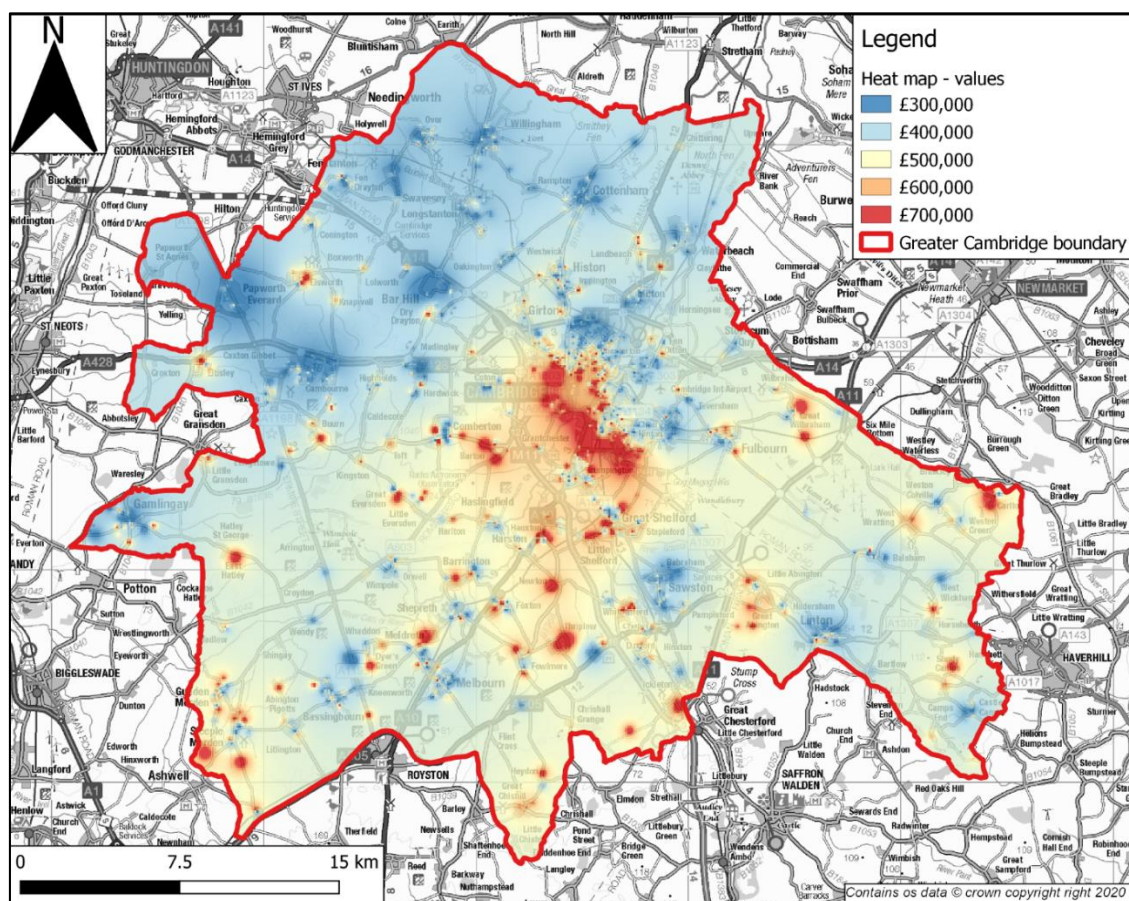


*supply that is likely to come forward for development during the policy period under consideration.*<sup>75</sup>

## Establishing the value zones

5.5 To establish the zones to use in the testing we have analysed values across the GCSP area. Our detailed analysis of the residential market is set out in Chapter 2 of the Property Market Report in Appendix 3. This was initially undertaken in 2020, and we have undertaken a further review as part of this update. As illustrated in the heatmap in Figure 5-1 and supported by the detailed analysis in the Property Market Report, there is some price variation across the GCSP area on a price per unit basis. The lowest value areas identified in our analysis shown in Figure 5-1 are in north Cambridgeshire, with the highest values in certain parts of Cambridge City.

**Figure 5-1 Value Heatmap**

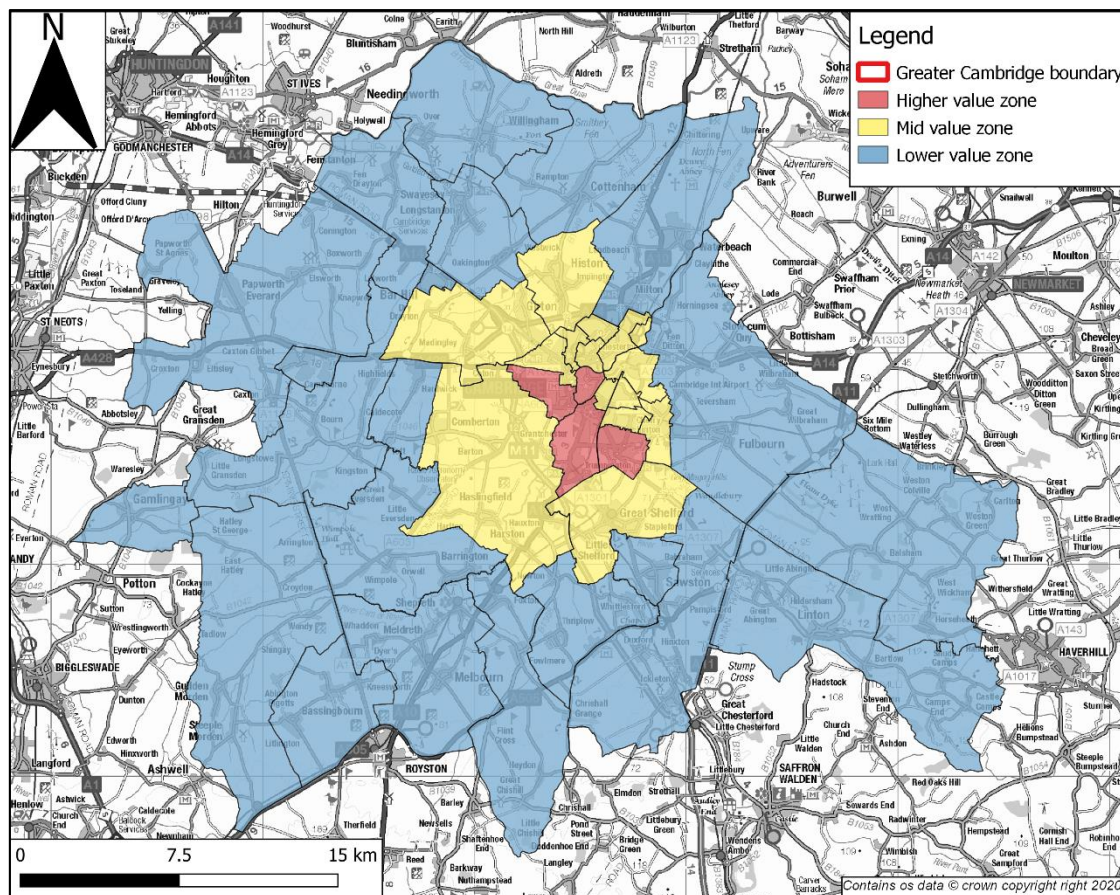


Source: AspinallVerdi Figure 2-3, Residential Property Market Report in Appendix 3 (Aug 2021)

<sup>75</sup> Harman, June 2012, Viability Testing of Local Plans: Advice for planning practitioners, page 42

- 5.6 As we established in our Market Report in Appendix 3, based on the evidence of sale values there is justification to vary the viability testing across three value zones – see Figure 5-2.

**Figure 5-2 Value zones used in viability testing**



Source: AspinallVerdi, Residential Property Market Report in Appendix 3 (Aug 2021)

- 5.7 In establishing the value zones in Figure 5-2, ward boundaries have been used, as not only do they provide a clear definable boundary they represent the 'best fit' for the variation in property prices.
- 5.8 The lower value zones comprise those wards to the periphery of Cambridgeshire; the mid value zone is around the edge of Cambridge; and the higher value zone is the core of Cambridge City. The electoral wards for each value area are set out in Figure 5-2.

**Table 5-1 Value zone by electoral ward**

Value zone	Wards
Higher value area	Trumpington; Newnham; Queen Edith's; Market
Mid Value zone	Harston & Comberton; Girton; Shelford; Histon & Impington; Milton & Waterbeach; Castle; East Chesterton; Arbury; West Chesterton;



Value zone	Wards
	King's Hedges; Coleridge; Cherry Hinton; Abbey; Petersfield; Romsey
<b>Lower value area</b>	Caxton & Papworth; Balsham; The Mordens; Bassingbourn; Gamlingay; Caldecote; Melbourn; Barrington; Foxton; Whittlesford; Duxford; Linton; Over & Willingham; Milton & Waterbeach; Cottenham; Fen Ditton & Fulbourn; Sawston; Hardwick; Swavesey; Longstanton; Cambourne; Bar Hill

Source: AspinallVerdi (2020)

- 5.9 The values adopted in each of these zones are set out in Table 5-2 – details of how these values are derived are set out in Chapter 2 of the Property Market Report in Appendix 3.

**Table 5-2 Proposed sale values in viability testing**

Typology	Unit Size sqm	Unit Price	£psm
<b>Higher value zone</b>			
Studio	40	£280,000	£7,000
1 bed flat	50	£330,000	£6,600
2 bed flat	75	£455,000	£6,067
3 bed flat	86	£500,000	£5,814
<b>Mid value zone</b>			
Studio	40	£265,000	£6,625
1 bed flat	50	£300,000	£6,000
2 bed flat	70	£365,000	£5,214
3 bed flat	86	£410,000	£4,767
4 bed flat	99	£450,000	£4,545
2 bed house	75	£400,000	£5,333
3 bed house	97	£500,000	£5,155
4 bed house	150	£670,000	£4,467
<b>Lower value zone</b>			

Typology	Unit Size sqm	Unit Price	£psm
2 bed house	75	£350,000	£4,667
3 bed house	97	£425,000	£4,381
4 bed house	150	£550,000	£3,667

Source: AspinallVerdi, Residential Property Market Report in Appendix 3 (August 2021)

- 5.10 The proposed unit sizes used in Table 5-2 are within the range of the minimum recommended space standards (see Figure 5-3). Therefore, they are considered reasonable and robust as they reflect both the aims of the draft plan in providing a range of type of housing and what the market will deliver.

**Figure 5-3 New build residential minimum space standards**

Number of bedrooms(b)	Number of bed spaces (persons)	1 storey dwellings	2 storey dwellings	3 storey dwellings	Built-in storage
1b	1p	39 (37) *			1.0
	2p	50	58		1.5
2b	3p	61	70		2.0
	4p	70	79		
3b	4p	74	84	90	2.5
	5p	86	93	99	
	6p	95	102	108	
4b	5p	90	97	103	3.0
	6p	99	106	112	
	7p	108	115	121	
	8p	117	124	130	
5b	6p	103	110	116	3.5
	7p	112	119	125	
	8p	121	128	134	
6b	7p	116	123	129	4.0
	8p	125	132	138	

\*Where a 1b1p has a shower room instead of a bathroom, the floor area may be reduced from 39m<sup>2</sup> to 37m<sup>2</sup>, as shown bracketed.

Source: MHCLG, Technical housing standards – nationally described space standard, March 2015

- 5.11 The above unit sizes are based upon current design standards and applied to the relevant typology unit mix. One of the impacts of the Covid-19 pandemic has been demand for larger homes with more space (e.g. to accommodate working from home (WFH)). At present this is manifest in purchasers buying larger homes, for example a 3-bed house rather than a 2-bed house in order to accommodate a study room. We have not seen, to date, a wholesale fundamental redesign of house types to incorporate dedicated working-from-home space. Our unit sizes and values are therefore appropriate at the date of this report.
- 5.12 For flatted schemes, we have made the following assumption, based on the text contained in the North East Cambridge AAP: Ensure that a minimum of 5 m<sup>2</sup> of private outdoor space is provided for a 1-2 person (bedspace) dwelling and an extra 1 m<sup>2</sup> is provided for each additional person (bedspace). This can be provided as private balconies or shared private communal outdoor space, which can be rooftop or podium garden space (having regard to *Policy 7: Legible streets and spaces* in relation to landscaping and trees). The minimum depth and width of all balconies and other private external spaces must be 1500mm to ensure adequate circulation space. Private outdoor space must have adequate outlook, orientation and privacy and be of practical shape

and utility. In respect of flats, our Plan-level data is not specific enough to establish the additional costs and values of providing balconies and/or roof-terraces. Anecdotal evidence would suggest that these types of private amenity spaces will be sought-after by purchasers and this will be reflected in the rate of sales and/or price of units. Therefore again, this policy is not overly onerous as developers will respond to the market with relevant products/typologies. Future trends and changes should be monitored to incorporate into future reviews.

## Residential typologies

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- 5.13 The residential typologies that we have devised are set out in Table 5-3. These were developed to inform consideration of the choices available to the plan, and were used in the viability report accompanying the strategic options testing published in November 2020. This report is available to view on the Greater Cambridge shared planning website. The residential typologies have been informed by our professional judgement based on comparable developments. These typologies were issued to the GCSP for review and agreed before our testing. The typologies are also compliant with technical and minimum space standards.<sup>76</sup> And though certain elements like density have been inputted as a starting point we have used sensitivity testing to vary these.
- 5.14 The large scenarios i.e. Edge of Cambridge A and B, D and E; New Settlement A and B; have had dwelling numbers determined by how many units can be delivered over the plan period, again based on the work carried out in November 2020. The overall sizes of the developments of a number of these sites would be larger, with more units delivered after the plan period. The strategic nature of the assessment means testing the whole site (i.e. the elements beyond the plan period) will not provide any meaningful analysis. In the assessment, *values and costs are assessed on either a £ psm, per unit or £ per hectare and results displayed on £ per unit basis*. Therefore, increasing the site area to yield more units will generate the same results. Meaningful analysis of increasing the number of units will start to occur once the site testing evolves e.g. once infrastructure costs become “lump sums” and these costs can then be spread across the number of units.

## Strategic-site testing

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- 5.15 Following up the work we completed in November 2020, we were asked to update the testing to reflect the policy approaches in the First Proposals and the emerging draft local plan policies.
- 5.16 There are three ‘Strategic’ large sites which we have been asked to assess in particular. Given that specific site proposals are still being developed at this stage, we have proceeded on the basis that they will fall into one of the generic typologies. The closest typologies are as follows:

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<sup>76</sup> Department for Communities and Local Government (now The Ministry of Housing, Communities and Local Government's, March 2015, Technical housing standards – nationally described space standard

- North East Cambridge – based on Urban A typology;
  - Cambourne – based on the New Settlement B typology;
  - Cambridge Airport – based on the Edge of Cambridge greenfield typology.
- 5.17 For simplicity purposes, we have outlined these typologies in Table 5-3 as well as our generic typologies. Given that there are considerable ‘unknowns’ for both the Cambridge East Airport and Cambourne sites, we have assumed a 1,000 unit typology that would be typical of development in this area. Until more information is available, we have modelled an assessment with high level cost input for infrastructure on a £ per unit basis.

Table 5-3 Residential typologies

Appraisal Ref.	Appraisal Description	Housing Capacity (# units)	Market Area / Value Zone	Greenfield / Brownfield	Gross Site Area (ha)	Net to Gross ratio (%)	Net Developable Site Area (ha)	Development Density (net)
A	Urban A	700	Mid	Brownfield	13.33	70%	9.33	75.0
B	Urban B	50	Higher	Brownfield	0.35	90%	0.33	158.7
C	Urban C	700	Mid	Brownfield	3.11	75%	2.33	300.1
D	Edge of Cambridge A	3,870	Mid	Greenfield	193.50	50%	96.75	40.0
E	Edge of Cambridge B	1,935	Mid	Greenfield	96.75	50%	48.38	40.0
F	Edge of Cambridge C	500	Mid	Greenfield	17.86	70%	12.50	40.0
G	Edge of Cambridge D	3,870	Mid	Brownfield	193.50	50%	96.75	40.0
H	Edge of Cambridge E	1,935	Mid	Brownfield	96.75	50%	48.38	40.0
I	New Settlement A	5,120	Lower	Greenfield	256.00	50%	128.00	40.0
J	New Settlement B	2,560	Lower	Greenfield	128.00	50%	64.00	40.0

Appraisal Ref.	Appraisal Description	Housing Capacity (# units)	Market Area / Value Zone	Greenfield / Brownfield	Gross Site Area (ha)	Net to Gross ratio (%)	Net Developable Site Area (ha)	Development Density (net)
K	Dispersal villages A	50	Lower	Greenfield	1.85	90%	1.67	30.0
L	Dispersal villages B	50	Lower	Brownfield	1.85	90%	1.67	30.0
M	Dispersal villages C	250	Lower	Greenfield	9.52	75%	7.14	35.0
N	Dispersal villages D	250	Lower	Brownfield	9.52	75%	7.14	35.0
O	Build to Rent	1,000	Higher	Brownfield	3.7	90%	3.33	300
P	North East Cambridge AAP	700	Mid	Brownfield	13.33	70%	9.33	75.0
Q	Cambridge East Airport	1,000	Mid	Greenfield / brownfield	17	60%	10.20	98.0
R	Cambourne	1,000	Lower	Greenfield	37	60%	22.22	45.0

Source: AspinallVerdi, 2021

## Build to rent (BTR)

- 5.18 As we have explained in our Residential Market Report in Appendix 3. Build to Rent is becoming increasingly attractive to institutional investors as house prices continue to price potential homeowners out of the market, forcing them to remain in rented accommodation. We have undertaken viability testing on Build to Rent.
- 5.19 Our testing has been modelled based on GPSP's proposed BTR policy of 40% affordable homes (in the form of Affordable Private Rent) on a Build to Rent development, with a 20% discount compared to market rent.
- 5.20 We have chosen to test the build to rent scheme similar to the flatted residential typologies that we have tested, albeit with a larger internal gross to net differential due to the requirements to provide more communal spaces with a BTR product. Moreover, management costs would also be reduced from any rental income which leads to the net rental income. We have split the 1,000 unit typology into three phases. In reality, a developer would seek to complete and then sell blocks through the development period, generating cash inflows.
- 5.21 At the stage, we envisage BTR schemes to come forward on brownfield sites in the higher value zone. Our methodology to test a BTR scenarios includes the following headline steps:
- Assess total build costs;
  - Assess gross income generation;
  - Assess operating expenditure;
  - Net income capitalisation.
- 5.22 We have tested the following typology and assumptions in Table 5-4.

**Table 5-4 BTR scenario**

Units	Gross density (dph)	Value zone	Brownfield / greenfield	Internal gross to net	Management costs	Phases
1,000	300	High	Brownfield	80%	26%	3

Source: AspinallVerdi, 2021

- 5.23 Where this is part of a mixed development, this will contribute towards the overall 40% affordable homes to be delivered. However, in reality it is unlikely that developers would build BTR as part of a mixed-use development. It would most likely be built out separately, therefore our modelling will test whether it is viable as a stand-alone scheme.



## Non-residential typologies

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5.24 As per our instruction, at this point we have not undertaken any further testing of any non-residential typologies.

5.25 In this respect, the typologies remain unchanged from the Strategic Spatial Options Report November 2020. These are as follows:

- Science Park (R&D space)
  - 5,000 sqm Net Internal Area (NIA) – 85% gross to net
  - Site coverage 40%
  - Brownfield and greenfield
- Cambridge town centre Office
  - 5,000 sqm NIA – 85% gross to net
  - Site coverage 70%
  - Brownfield
- Cambridge fringe office park
  - 2,000 sqm NIA – 85% gross to net
  - Site coverage 40%
  - Brownfield and greenfield
- Rural office park
  - 2,000 sqm NIA – 85% gross to net
  - Site coverage 40%
  - Greenfield
- Industrial Class E (light industrial)/B2
  - 200 sqm GIA
  - Site coverage 40%
  - Greenfield and brownfield
- Industrial B2/B8
  - 5,000 sqm GIA
  - Site coverage 40%
  - Brownfield and greenfield

## 6 Appraisal inputs & assumptions

- 6.1 This section of the report sets out the inputs and assumptions that we have used in the development appraisals. First, we outline the values used across all uses, then build costs, policy costs and then finally land values.

### Value inputs

#### Residential market value inputs & assumptions

- 6.2 Based on our Residential Market Report in Appendix 3 we have used the sale values set out in Table 6-1. These are informed by a comprehensive analysis of market evidence and are reflective of new build achieved sale values, both on a unit and a £ psm basis, in each of the value zones. The value data collated demonstrated that prices across the study area are variable. In line with the recommended approach stipulated in Paragraph 011 of the Viability PPG, we have disregarded any outliers in the data. Furthermore, given the wide range of unit sizes for each typology delivered in the District we have not averaged out the values as this could distort the analysis (e.g. averaging values on a £ psm then applying the average to the unit sizes in the study could result in very high/very low unit prices not seen in the District). Our approach is supported by the RICS which highlights that using average figures has limitations.<sup>77</sup>
- 6.3 Through this iterative process, we have considered proposed unit sizes, proposed development densities and sold prices (on a unit basis and £ psm) to formulate our opinion of values. Our final adopted values fall within the range of evidence gathered in Chapter 2 of the Property Market Report (Appendix 3).

**Table 6-1 Market value appraisal inputs**

Typology	Unit Size sqm	Unit Price	£psm
<b>Higher value zone</b>			
Studio	40	£280,000	£7,000
1 bed flat	50	£330,000	£6,600
2 bed flat	75	£455,000	£6,067
3 bed flat	86	£500,000	£5,814
<b>Mid value zone</b>			

<sup>77</sup> RICS, March 2021 (effective from 01 July 2021), Assessing viability in planning under the National Planning Policy Framework 2019 for England, paragraph 4.2.10

Studio	40	£265,000	£6,625
1 bed flat	50	£300,000	£6,000
2 bed flat	70	£365,000	£5,214
3 bed flat	86	£410,000	£4,767
4 bed flat	99	£450,000	£4,545
2 bed house	75	£400,000	£5,333
3 bed house	97	£500,000	£5,155
4 bed house	150	£670,000	£4,467
<b>Lower value zone</b>			
2 bed house	75	£350,000	£4,667
3 bed house	97	£425,000	£4,381
4 bed house	150	£550,000	£3,667

Source: Residential Market Report Appendix 3, 2021

### Affordable housing value inputs & assumptions

- 6.4 We have considered the Council's Affordable Housing SPD 2019 which includes information and guidance on transfer values. We have used this in conjunction with our experience of affordable housing values in the area in defining the following transfer values:
- First Homes 70% of OMV (open market value)
  - Shared ownership 70% of OMV
  - Social Rent 50% of OMV
  - Affordable rent 60% of OMV in Cambridge, 70% in South Cambridge.
- 6.5 In our modelling, we have initially only modelled 60% of OMV on the affordable housing, given that if this is viable, then by implication 70% would also be viable.
- 6.6 The tenure mix is:
- 25% First Homes
  - 15% shared ownership
  - 10% social rent
  - 50% affordable rent.

- 6.7 The discount on the affordable home ownership products is the same as for First Homes. The only difference between the two tenures is the £250,000 absolute price cap on First Homes. This has been taken into consideration in our analysis (see section 7).
- 6.8 Given the PPG guidance for First Homes published by government on 24 May 2021, our First Homes appraisals become the baseline scenario as First Homes are now a requirement.

### BTR Value inputs & assumptions

- 6.9 Based on our Market Report in Appendix 3 we have used the values set in Table 6-2 in our appraisals for BTR.

**Table 6-2 BTR scenario**

Units	Gross density (dph)	Gross rent pcm	Gross rent pa	Yield
1,000	300	Studio - £1,200	Studio - £14,400	4.00%
		1 bed - £1,600	1 bed - £19,200	
		2 bed - £2,150	2 bed - £25,800	
		3 bed - £2,750	3 bed - £33,000	

Source: AspinallVerdi, 2021

- 6.10 In our analysis we have assumed 25.8% allowance for management, maintenance and other costs associated with running the business – this is known as ‘leakage’. This is based on the most recent evidence published by Knight Frank which is from 2019.<sup>78</sup>
- 6.11 Based on the above we have adjusted our gross rents to account for this leakage. We have then capitalised our net rent per annum at a yield of 4.0%. Table 6-3 outlines the total capital value per unit assumed in our testing.

**Table 6-3 Build to rent capital values**

Type	Gross rent pcm	Gross rent pa	Net rent pa	Capital value @ 4.0% yield
Studio	£1,200	£14,400	£10,685	£267,120
1 bed	£1,600	£19,200	£14,246	£356,160
2 bed	£2,150	£25,800	£19,144	£478,590
3 bed	£2,750	£33,000	£24,486	£612,150

Source: AspinallVerdi, 2021

### Employment value inputs & assumptions

<sup>78</sup> Knight Frank, 2019, Residential Investment Report

- 6.12 Based on our Commercial Market Report in Appendix 7 we have used the rents, yield and rent-free/void periods as set out in Table 6-4. Note that these have not changed from previously (November 2020)

**Table 6-4 Non-residential rents and yields appraisal inputs**

Scenario	GIA sqm (sqft)	Rent psm (psf)	Yield	Rent-free/void
Science park (R&D space)	5,000 (53,819)	£387.50 (£36)	5.25%	12
Cambridge CBD Office	5,000 (53,819)	£495.13 (£46)	5.25%	12
Cambridge Fringe Office Park	2,000 (21,527)	£387.50 (£36)	5.5%	12
Rural office park	2,000 (21,527)	£269.09 (£2)	6.5%	12
Industrial Class E (light industrial)	200 (2,153)	£145.31 (£13.50)	6.0%	6
Industrial B2/B8	5,000 (53,819)	£134.55 (£12.50)	5.5%	6

Source: AspinallVerdi, 2020

## Build costs inputs & assumptions

- 6.13 Table 6-5 sets out our build cost inputs and assumptions used in our appraisals.

**Table 6-5 Appraisal build cost inputs & assumptions**

Element	Cost	Comment
Build cost – houses	£1,234 psm	<i>'Build costs based on appropriate data, for example, that of the Building Cost Information Service.'</i> <sup>79</sup> Based on median BCIS <sup>79</sup> costs for estate housing generally re-based for Cambridge City.
Build cost – flats	£1,381 psm	Based on median BCIS <sup>79</sup> costs for flats generally re-based for Cambridge City.
BTR	£1,601 psm	As above, flats 6-storey and above.
Science park (R&D space)	£2,289 psm	BCIS median build costs 'generally' for research facilities, re-based to Cambridge City

<sup>79</sup> MHCLG, 24 July 2018, PPG, Paragraph: 012 Reference ID: 10-012-20180724

Element	Cost	Comment
Cambridge CBD Office	£1,912 psm	BCIS median build costs 'generally' for offices (air-con), re-based to Cambridge City
Cambridge Fringe Office Park	£1,912 psm	BCIS median build costs 'generally' for offices (air-con), re-based to Cambridge City
Rural office park	£1,856 psm	BCIS median build costs 'generally' for offices (air-con), re-based to Cambridge City
Industrial Class E (light industrial)	£812 psm	BCIS median build costs 'generally' for warehouse/stores, re-based to Cambridge City
Industrial B2/B8	£812 psm	BCIS median build costs 'generally' for warehouse/stores, re-based to Cambridge City
External works	20% of build costs for New Settlements A and B 15% of build costs for all other typologies	External works will vary, depending on on-site requirements, but this can be inclusive of but no limited to: landscaping, utilities, foul and surface water drainage, street lighting, yard area/car parks etc). Industry norms and other schemes coming forward in the Borough.
Site prep / infrastructure	£0 - £30,000 per dwelling. Urban A & C: £30,000 Urban B: £0 (covered by externals allowance) Edge of Cambridge (greenfield): £20,000 Edge of Cambridge (brownfield): £15,000 New Settlement: £30,000 Dispersal villages: £10,000 BTR: £15,000	Costs are in relation to opening up the site, including; site prep, spine road, site servicing, site preparation and other major infrastructure costs. At this stage we do not know the infrastructure requirements for these sites therefore at this stage we have included a cost allowance, typically associated with strategic sites as a cautionary approach until further details are known. Costs based on strategic infrastructure cost range set out in the Harman Report. <sup>80</sup> These will require updating when more information becomes available from Stantec's infrastructure study. Some scenarios may see significantly higher infrastructure costs which will have a negative impact on viability
<b>S106 Contributions</b>	£1,000	This sum will cover green belt mitigation. Further sums may be added to future iterations once known.

<sup>80</sup> Local Housing Delivery Group Chaired by Sir John Harman, 20 June 2012, Viability Testing Local Plans, Advice for planning practitioners, page 44

Element	Cost	Comment
Site abnormalities – applied to brownfield development only	£110,000 per net developable acre	Site abnormalities will vary significantly from site to site. We have assumed our allowance includes the cost for demolition and remediation. We have had regard to HCA (now Homes England) guidance on dereliction, demolition and remediation costs, March 2015, along with comparable and other schemes coming forward in the locality.
Statutory Planning Fees (Residential)	Based on national formula.	Based on national formula.
Planning Application Professional Fees, Surveys and reports	Calculated as a three times multiplier to national formula above.	Calculated as a three times multiplier to national formula above.
Professional fees	10% of BCIS build cost	Typically ranges between 6% - 10%, based on industry norms and other schemes coming forward in the area. This is therefore considered to be at the 'top end of the range'.
Contingency	5% of BCIS build cost	Typically ranges between 3% - 5%, based on industry norms and other schemes coming forward in the area.  5% is a substantial contingency for greenfield sites, where we would often assume 3% (however, there is substantial viability margin in Cambridgeshire).
Residential – Sale Agents Costs	1.5%	Source: Page 35 Harman report and comparable schemes
Residential – Sale Legal Costs	0.5%	As above.
Residential – Marketing and Promotion	1.5%	As above.
Marketing and Promotion – commercial	1.0% GDV	As above.
Letting Agents Costs (BTR and employment)	15.0% rental value	Based on industry norms and other schemes coming forward in the locality.
Letting Legal Costs	5.0% rental value	Ditto
Investment Sale Agents Costs	1.0% GDV	Ditto

Element	Cost	Comment
Investment Sale Legal Costs	0.50% GDV	Ditto
Profit on market housing	20.0% on GDV	<p><i>'For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies. Plan makers may choose to apply alternative figures where there is evidence to support this according to the type, scale and risk profile of planned development.'</i><sup>81</sup></p> <p>This is therefore at the top end of the range in order to be conservative. Please also see the sensitivity analysis within the appraisals (appended).</p>
Profit on affordable housing	6.0% on GDV	<p><i>'A lower figure may be more appropriate in consideration of delivery of affordable housing in circumstances where this guarantees an end sale at a known value and reduces risk. Alternative figures may also be appropriate for different development types.'</i><sup>81</sup></p> <p>This is to reflect the lower risk of bulk disposal to a Registered Provider.</p>
Profit on BTR	15% on GDV	BTR can be assessed on Internal Rate of Return (IRR) basis rather than profit on GDV or cost. The IRR varies greatly from scheme to scheme and developer to developer. As this assessment is non-developer specific we have used a reasonable benchmark profit assessed on GDV based on other schemes we have recently assessed.
Profit on retail, office and industrial	20% of build costs	Commercial development is assessed by way of profit on costs and not GDV to reflect the developer who then sells the completed scheme onto an investor.
Interest	7.5%	Gross interest inclusive of fees. Interest is added to the all construction costs and benchmark land value as we assume the schemes are 100% debt financed, of which there will also be a fee attributable to the arrangement of a development loan, this is inclusive within the global figure. Industry norms and other schemes coming forward in the locality.
SDLT on land value	Up to 5.0%	Based on HMRC variable rate formula.
Agents fee on land value	1.0%	Industry norms and other schemes coming forward in the locality.

<sup>81</sup> MHCLG, 05 May 2019, PPG, Paragraph: 018 Reference ID: 10-018-20190509



Element	Cost	Comment
Legal fee on land value	0.5%	As above.
Gross to net of general needs flats, offices and BTR	90%	Based on schemes we have analysed previously.
Internal gross to net of BTR	80%	As above.

## IDP costs

- 6.14 Stantec UK with LUC have been appointed by the Greater Cambridge Shared Planning Service to produce an Infrastructure Delivery Plan (IDP) to guide and support the preferred spatial strategy for Greater Cambridge Local Plan.
- 6.15 We have been provided with an interim stage report in the preparation of IDP, setting out the high-level infrastructure implications of the range strategic spatial options that GCSP have developed to help develop the preferred option for the Local Plan's spatial strategy. The IDP will be developed further to inform the draft Local Plan stage, which will provide us with specific cost items for testing for the viability assessment to accompany the draft plan.
- 6.16 As previously stated, in the absence of detailed costings at this time, we have assumed an infrastructure cost of £30,000 per dwelling on most scenarios.

## Timescale and Phasing

- 6.17 Timescales reflect both the development period and the sales period. These inputs are reflected in the appraisals through the cashflow.

### Residential timescales (including strategic sites)

- 6.18 Table 6-6 sets out our timing inputs used in the residential appraisals, this takes account of the pre-construction and preparatory works "lead-in", then the time taken to construct and complete the development "build period" and the time taken to sell all of the units "sale period". It is assumed that the sales of the affordable housing units occur during the build period, in line with how the market operates on a "golden brick" payment basis. Sale period for houses commences 9 months after the construction of units and continues 9 months post-construction. For flats we have assumed market sales commence on build complete of the units.
- 6.19 There are other assumptions that we have made, these are listed below:

- We have assumed that all typologies have a single land payment upfront.
- We have assumed that all policy contributions are paid on the month of sale (i.e. occupation) of first unit.

**Table 6-6 Appraisal timing inputs**

Typology	Unit types	No of Dwellings	Lead in time	Construction period	Sales / Rent period
<b>Urban A</b>	Flats and Houses	700	18 months	60 months	60 months (commencing 12 months after start of construction)
<b>Urban B</b>	Flats	50	12 months	18 months	18 months (commencing 6 months after start of construction)
<b>Urban C</b>	Flats	700	18 months	48 months	48 months (commencing 18 months after start of construction)
<b>Edge of Cambridge A</b>	Houses	3,870	18 months	93 months	93 months (commencing 6 months after start of construction)
<b>Edge of Cambridge B</b>	Houses	1,935	18 months	93 months	93 months (commencing 6 months after start of construction)
<b>Edge of Cambridge C</b>	Houses	500	18 months	48 months	48 months (commencing 6 months after start of construction)
<b>Edge of Cambridge D</b>	Houses	3,870	18 months	93 months	93 months (commencing 6 months after start of construction)
<b>Edge of Cambridge E</b>	Houses	1,935	18 months	93 months	93 months (commencing 6 months after start of construction)
<b>New Settlement A</b>	Houses	5,120	18 months	123 months	123 months (commencing 6 months after start of construction)
<b>New Settlement B</b>	Houses	2,560	18 months	123 months	123 months (commencing 6 months after start of construction)
<b>Dispersal villages A</b>	Houses	50	12 months	18 months	18 months (commencing 6 months after start of construction)
<b>Dispersal villages B</b>	Houses	50	12 months	18 months	18 months (commencing 6 months after start of construction)
<b>Dispersal villages C</b>	Houses	250	18 months	36 months	36 months (commencing 6 months after start of construction)
<b>Dispersal villages D</b>	Houses	250	18 months	36 months	36 months (commencing 6 months after start of construction)

<b>BTR (3x phases)</b>	Flats	1,000	18 months	80 months	80 months (each phase sold on completion over development period)
<b>Strategic sites</b>					
<b>North East Cambridge AAP</b>	Flats and Houses	700	18 months	60 months	60 months (commencing 12 months after start of construction)
<b>Cambridge East Airport</b>	Flats and Houses	1000	18 months	86 months	86 months (commencing 12 months after start of construction)
<b>Cambourne</b>	Flats and Houses	1000	18 months	86 months	86 months (commencing 12 months after start of construction)

Source: AspinallVerdi, 2021

### Non-residential timescales

6.20 Table 6-7 sets out the timescales used in the non-residential testing appraisals. It is assumed the investments of the completed schemes are sold on build completion of the units.

**Table 6-7 Non-residential scenarios timescales**

Typology	Lead in time	Construction period	Sales period
Science Park (R&D space)	12 months	24 months	Sold fully let on practical completion (PC)
Cambridge TC Office	12 months	24 months	Sold fully let on PC
Cambridge fringe office park	12 months	18 months	Sold fully let on PC
Rural office park	12 months	18 months	Sold fully let on PC
Industrial Class E (light industrial)/B2	12 months	12 months	Sold fully let on PC
Industrial B2/B8	12 months	18 months	Sold fully let on PC

Source: AspinallVerdi, 2021

## Benchmark land value assessment

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- 6.21 As we have set out in Chapter 3 of this report the recommended approach to establishing benchmark land value (BLV) for planning purposes is the Existing Use Value (EUV) plus a premium method (EUV+). It is therefore important to understand the types of sites coming forward and then make an assessment of values with reference to comparable evidence.

### Residential sites – greenfield land value assessment

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- 6.22 In a greenfield context, we consider the existing use to be agricultural land for any potential proposed development in the draft Local Plan. Appendix 4 sets out our evidence and research into land values. Our evidence suggests that an EUV of £10,000 per acre would be a robust starting point. We have then applied a 10x multiplier to this to establish a benchmark land value for our viability testing purposes.
- 6.23 We have used agricultural land values because this is the closest use that reflects the existing use of the greenfield development sites coming forward. We do recognise that some of the greenfield sites differ in their uses, for example, former playing pitches and bare land. But there is no evidence readily available to base a value for these existing uses. Therefore, in taking a pragmatic approach we have used agricultural land values for all greenfield sites because there are few alternative uses other than agricultural.

### Residential sites – brownfield land value assessment

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- 6.24 Our evidence for brownfield land indicates an EUV in the region of £250,000 to £650,000 per acre. In light of this evidence, we believe that an EUV of £400,000 per acre would be a robust starting point. We have then applied a 20% premium to establish a benchmark land value for our Local Plan testing.

### Residential sites – conclusion land value assessment

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- 6.25 We have not varied the land values by our value zones as there is no evidence to suggest this is required.
- 6.26 The benchmark land values, do in our opinion, strike that balance between the competing interests (developers, landowners and the aims of the planning system) whilst still securing the maximum benefits in the public interest through the granting of planning permission – therefore meeting the aims of the PPG.
- 6.27 Should the residual land value exceed the benchmark land value once all abnormal and policies costs are taken into account in the appraisal, then there is scope for the landowner to secure a

higher premium. Should any site-specific assessments incur any additional costs that have not been allowed for in our benchmark land value assessments then these costs need to be reflected in a reduced land value. In this respect, these brownfield BLVs are considered to be conservative and provide an inherent 'buffer' as sites which are the most obsolete are likely to come forward more quickly and at conceivably lower values.

- 6.28 Table 6-8 also provides the assessment of gross site area and net developable area, these are based on comparable schemes. Due to the nature of the site, we have treated Cambridge East Airport as being 15% brownfield and 85% greenfield. Therefore, we have used a blended land value assessment for this site which has resulted in a higher uplift multiplier of 15.7x. As more details are revealed, this land value assumption may need to be revisited.

**Table 6-8 Land value development appraisal inputs**

Typology	Ref.	Greenfield /Brownfield	EUV -					Uplift Multiplier	BLV -	
			(per acre) (gross)	(per ha) (gross)	Net: Gross (%)	(per acre) (net)	(per ha) (net)		(per acre) (net developable)	(per ha) (net developable) (rounded)
Residential	Urban A	Brownfield	£400,000	£988,400	70%	£571,429	£1,412,000	20%	£685,714	£1,694,400
Residential	Urban B	Brownfield	£400,000	£988,400	90%	£444,444	£1,098,222	20%	£533,333	£1,317,900
Residential	Urban C	Brownfield	£400,000	£988,400	75%	£533,333	£1,317,867	20%	£640,000	£1,581,400
Residential	Edge A	Greenfield	£10,000	£24,710	50%	£20,000	£49,420	10.0	£200,000	£494,200
Residential	Edge B	Greenfield	£10,000	£24,710	50%	£20,000	£49,420	10.0	£200,000	£494,200
Residential	Edge C	Greenfield	£10,000	£24,710	70%	£14,286	£35,300	10.0	£142,857	£353,000
Residential	Edge D	Brownfield	£400,000	£988,400	50%	£800,000	£1,976,800	20%	£960,000	£2,372,200
Residential	Edge E	Brownfield	£400,000	£988,400	50%	£800,000	£1,976,800	20%	£960,000	£2,372,200
Residential	New Settlement A	Greenfield	£10,000	£24,710	50%	£20,000	£49,420	10.0	£200,000	£494,200
Residential	New Settlement B	Greenfield	£10,000	£24,710	50%	£20,000	£49,420	10.0	£200,000	£494,200
Residential	Dispersal Villages A	Greenfield	£10,000	£24,710	90%	£11,111	£27,456	10.0	£111,111	£274,600
Residential	Dispersal Villages B	Brownfield	£400,000	£988,400	90%	£444,444	£1,098,222	20%	£533,333	£1,317,900
Residential	Dispersal Villages C	Greenfield	£10,000	£24,710	75%	£13,333	£32,947	10.0	£133,333	£329,500
Residential	Dispersal Villages D	Brownfield	£400,000	£988,400	75%	£533,333	£1,317,867	20%	£640,000	£1,581,400
Residential	BTR	Brownfield	£400,000	£988,400	90%	£444,444	£1,098,222	20%	£533,333	£1,317,900
Residential	AAP housing and flatted	Brownfield	£400,000	£988,400	70%	£571,429	£1,412,000	20%	£685,714	£1,694,400
Residential	Cambridge East Airport	Greenfield	£10,000	£24,710	60%	£16,667	£41,183	15.7	£261,667	£646,600
Residential	Cambourne	Greenfield	£10,000	£24,710	60%	£16,667	£41,183	10.0	£166,667	£411,800

Source: AspinallVerdi, 2021

## BTR - land value assessment

- 6.29 It is assumed that BTR will come forward on brownfield sites (e.g. in the urban centre). Therefore, we have used the same land values that we have used in the general needs residential viability testing.

## BLV caveats

- 6.30 It is important to note that the BLV's contained herein are for 'high-level' plan/CIL viability purposes and the appraisals should be read in the context of the BLV sensitivity table (contained within the appraisals). The BLV's included herein are generic and include healthy premiums to provide a viability buffer for plan making purposes.

- 6.31 In the majority of circumstances, we would expect the RLV of a scheme on a policy compliant basis to be greater than the EUV (and also the BLV including premium) herein and therefore viable.

However, there may be site specific circumstances (e.g. brownfield sites or sites with particularly challenging demolition, contamination or other constraints) which result in a RLV which is less than the BLV herein. It is important to emphasise that the adoption of a particular BLV £ in the base-case appraisal typologies in no way implies that this figure can be used by applicants to negotiate site specific planning applications where these constraints exist. In these circumstances, the site-specific BLV should be thoroughly evidenced having regard to the EUV of the site in accordance with the PPG. This report is for plan-making purposes and is without prejudice to future site-specific planning applications.

## 7 Residential viability results

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- 7.1 We set out below the results of our viability appraisals. For ease of reference, the results are set out by market area and follow our typologies matrix. Where necessary, we provide comments on any nuances in the results.
- 7.2 The residential appraisals are appended in full at Appendix 5. These include a summary table at the end of each batch of appraisals (by grouping as described below).
- 7.3 Note that in the discussion below we have rounded the values for ease of interpretation.
- 7.4 The appraisal results include a series of sensitivity tables. In the results below, we have summarised the sensitivity tables of change in percentage of affordable housing v change in S106 cost per unit. The other sensitivity tables included in the appendices are:
- Change in percentage of affordable housing v change in developer contribution cost per unit.
  - Change in percentage of affordable housing v change in developer contribution cost £psm.
  - Change in percentage of affordable housing v change in build costs.
  - Change in percentage of affordable housing v change in sale values.
  - Change in percentage of affordable housing v change in benchmark land value.
  - Change in percentage of affordable housing v change in dwellings per hectare.<sup>82</sup>
  - Change in percentage of affordable housing v change in profit.
- 7.5 At this early strategic stage, a number of our scenarios have similar inputs and underlying assumptions. Until more information is known around the sites and infrastructure it is difficult to vary further. This means that results for scenarios are similar in some cases.

### Urban

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- 7.6 A summary of the viability results is shown in Table 7-1 – the appraisals are contained in Appendix 5. All of our results are shown on a surplus per dwelling basis. Our testing shows that all scenarios are viable with 40% affordable housing. All three urban scenarios produce a surplus above the benchmarked land value, although Urban C produces a smaller surplus in comparison to A and B, due to it being an entirely flatted scheme on a brownfield site with a high BLV. Nevertheless, it is still a considerable figure.
- 7.7 Depending on the policies devised by the GCSP, additional policy costs may need to be deducted from the surplus. In addition to this, any further infrastructure costs above and beyond our high-

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<sup>82</sup> Density is varied on net dph basis. As density is increased the amount of land required on a gross and net basis reduces. This in turn decreases the overall land value and improves viability. For example, the scenarios 'Edge of Cambridge A' includes 3,870 units at a site gross to net of 50%. The net density is 40dph meaning the gross site size is 193.5 ha with a site cost of £47.8m. If the net density is increased to 50dph the gross site size is 154.8 ha with a site cost of £38.25m.



level assumptions will need to be deducted from the surplus. This is dependent on the emerging Infrastructure Delivery Plan.

**Table 7-1 Urban typologies – results surplus per dwelling**

Typology	Number of units	Affordable housing level		
		35%	40%	45%
Surplus per dwelling <sup>83</sup>				
Urban A	700	£80,000	£65,000	£60,000
Urban B	50	£64,000	£60,000	£56,000
Urban C	700	£20,000	£18,000	£14,000

Source: AspinallVerdi (August 2021)

## Edge of Cambridge

7.8 A summary of the viability results is shown in Table 7-2 – the appraisals are contained in Appendix 5). All of our results are shown on a surplus per dwelling basis. Our testing shows that all scenarios are viable with 40% affordable housing. We have included an allowance of £15,000 unit for brownfield and £20,000 per unit for greenfield for infrastructure. Again, all scenarios produce a significant surplus above the benchmarked land value with this surplus available to fund additional policy costs.

**Table 7-2 Edge of Cambridge typologies – results surplus per dwelling**

Typology	Number of units	Affordable housing level		
		35%	40%	45%
Surplus per dwelling				
Edge of Cambridge A	3,870	£105,000	£100,000	£95,000
Edge of Cambridge B	1,953	£105,000	£100,000	£95,000
Edge of Cambridge C	500	£110,000	£105,000	£95,000

<sup>83</sup> In a number of our scenarios the amount of surplus reported is the same even when affordable housing is varied. This is due to the scale we use to vary the surplus in our sensitivity testing. This level of detail is sufficient at this stage and will be refined in later iterations of the report.

Typology	Number of units	Affordable housing level		
		35%	40%	45%
Edge of Cambridge D	3,870	£55,000	£45,000	£40,000
Edge of Cambridge E	1,935	£58,000	£50,000	£44,000

Source: AspinallVerdi (August 2021)

## New Settlements

- 7.9 A summary of the viability results is shown in Table 7-3 – the appraisals are contained in Appendix 4. All of our results are shown on a surplus per dwelling basis. Our testing shows that all scenarios are viable with 40% affordable housing. We have included an allowance of £30,000 per unit for infrastructure. Again, all scenarios produce a significant surplus above the benchmarked land value with this surplus available to fund additional policy costs (shown in Table 7-3).

**Table 7-3 New settlements typologies – results surplus per dwelling**

Typology	Number of units	Affordable housing level		
		35%	40%	45%
Surplus per dwelling				
New Settlement A	5,120	£40,000	£35,000	£30,000
New Settlement B	2,560	£36,000	£32,000	£26,000

Source: AspinallVerdi (August 2021)

## Dispersal Villages

- 7.10 A summary of the viability results is shown in Table 7-4 – the appraisals are contained in Appendix 5. All of our results are shown on a surplus per dwelling basis. We have included an allowance of £30,000 per unit for infrastructure. All scenarios produce a significant surplus above the benchmarked land value with this surplus available to fund additional policy costs.

**Table 7-4 Dispersal villages typologies – results surplus per dwelling**

Typology	Number of units	Affordable housing level		
		35%	40%	45%
Surplus per dwelling				
Dispersal villages A	50	£65,000	£60,000	£55,000
Dispersal villages B	50	£25,000	£20,000	£15,000
Dispersal villages C	250	£70,000	£65,000	£60,000
Dispersal villages D	250	£25,000	£20,000	£15,000

Source: AspinallVerdi (August 2021)

## 8 Strategic sites results

- 8.1 We have carried out detailed analysis of 3x strategic sites. These are potential site allocations which, by virtue of their size, would have a significant impact on the overall housing numbers in the Plan if they were unable to be delivered.
- 8.2 We have appraised the following strategic sites:
- North East Cambridge Area Action Plan (NEC AAP) – 700 units
  - Cambridge East Airport – 1,000 units
  - Cambourne – 1,000 units
- 8.3 As previously discussed, these sites have been tested at a high level, and generate a surplus at this stage. This surplus could support the *emerging* infrastructure costs, but we recommend further testing at the plan making and decision-making stage as updated infrastructure requirements and costs are identified, particularly given how sensitive large sites are to cashflow issues.

### Strategic site viability results

- 8.4 The 3x strategic sites have positive RLVs when modelled using the typologies in Appendix 2, with significant surplus balances:
- The NEC AAP site has a surplus of £44.5m.
  - Cambridge East Airport has a surplus of £81m.
  - Cambourne has a surplus of £34.9m.
- 8.5 The surplus on a per unit basis is shown in Table 8-1, the results are shown in Appendix 6.

**Table 8-1 – Strategic Sites Results – surplus per dwelling**

Typology	Number of units	Affordable housing level		
		35%	40%	45%
Surplus per dwelling				
North East Cambridge AAP	700	£75,000	£70,000	£60,000
Cambridge East Airport	1,000	£95,000	£85,000	£80,000
Cambourne	1,000	£42,000	£36,000	£32,000

Source: AspinallVerdi, August 2021

- 8.6 This suggests that, assuming traditional housing mixes, all sites have significant flexibility to absorb substantial S106/CIL or infrastructure costs beyond the £30,000 per dwelling assumption that has been adopted.
- 8.7 As specific infrastructure costs emerge, the surplus is likely to be at least partially eroded, but at present there is a healthy headroom for affordable housing and other policy aspirations to be met. Close monitoring of the infrastructure cost plans is advised. This will include the NEC AAP where more detailed work is already underway.

## 9 Built to rent viability results

- 9.1 Our viability testing results for build to rent are set out in Appendix 8. The surplus on a per unit basis is shown in Table 9-1.

**Table 9-1 – Build to rent results – surplus per dwelling**

Typology	Number of units	Affordable housing level		
		35%	40%	45%
Surplus per dwelling				
BTR (Stradbroke)	1,000	£107,000	£100,000	£101,000

Source: AspinallVerdi, August 2021

- 9.2 This suggests that, assuming three phases of development, build to rent development has significant flexibility to absorb substantial S106/CIL or infrastructure costs beyond the £15,000 per dwelling assumption that has been adopted.
- 9.3 As specific infrastructure costs emerge, the surplus is likely to be at least partially eroded, but at present there is a healthy headroom for affordable housing and other policy aspirations to be met. Close monitoring of the infrastructure cost plans is advised. This will include the NEC AAP where more detailed work is already underway.

## 10 Employment uses

- 10.1 Our viability testing results for science park (R&D space), industrial and office uses are set out in Appendix 9. Our results show that all uses tested are viable, apart from rural office parks, with differing levels of surplus £ psm of development. Rural office parks are only marginally unviable, small changes to rents or investment yield would render this scenario viable also.

**Table 10-1 Commercial testing results**

Typology	Greenfield/ Brownfield	Surplus per sqm of development
Science Park (R&D space)	Greenfield	£800 psm
Science Park (R&D space)	Brownfield	£500 psm
Cambridge TC Office	Brownfield	£2,250 psm
Cambridge fringe office park	Greenfield	£1,200 psm
Cambridge fringe office park	Brownfield	£900 psm
Rural office park	Greenfield	Unviable
Industrial Class E (light industrial)/B2	Greenfield	£450 psm
Industrial Class E (light industrial)/B2	Brownfield	£150 psm
Industrial B2/B8	Greenfield	£400 psm
Industrial B2/B8	Brownfield	£100 psm

Source: AspinallVerdi (September 2020)



## 11 Conclusions and Recommendations

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- 11.1 This section sets out our conclusions and recommendations.
- 11.2 Based on our appraisals and inputs, all of the typologies tested can deliver:
- 40% affordable housing;
  - Infrastructure contributions identified and costed in this report (up to £30,000 per unit, subject to the typology);
  - S106 contributions identified and costed in this report
  - any additional costs that we have identified and costed in this report (i.e., Future Homes Standards), and
  - a surplus available for infrastructure, CIL or additional S106 costs.
- 11.3 The surplus in all scenarios for most typologies is substantial, although in the case of Dispersal Village B and D (both brownfield sites), the surplus is substantially smaller, and these positive residuals should be treated cautiously. Urban C also has a substantially lower surplus due to its being flatted development on a brownfield site with a high BLV.
- 11.4 In terms of the strategic sites, all three are viable where the scheme is traditional housing, again with very comfortable surplus figures.
- 11.5 We stress again that as specific infrastructure costs emerge, the surplus will be at least partially eroded, but at present, there is a healthy headroom for affordable housing and other policy aspirations to be met, particularly as the costs for transport emerge. Close monitoring of the infrastructure cost plans is advised. This will include the NEC AAP where more detailed work is already underway to identify a more in-depth analysis of the viability of this scheme, beyond the whole plan viability assumptions we have made in this part of our study.
- 11.6 It is important to note that whilst our work shows that the schemes are viable, further work and consultation is required to ensure that the schemes are deliverable, i.e., demonstrating that the sites are technically deliverable and that the landowner's value aspirations are reasonable.

### Best Practice

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- 11.7 We recommend that, in accordance with best practice, the plan wide viability is reviewed on a regular basis to ensure that the Local Plan remains relevant as the property market cycle(s) change. This is even more pertinent due to the Covid-19 pandemic which has created market uncertainty throughout the period of this study.
- 11.8 Furthermore, to facilitate the process of review, we recommend that the Councils continue monitor the development appraisal parameters herein, but particularly data on land values across the area.



## Appendix 1 – Policies Matrix

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## Appendix 2 – Typologies Matrix

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## Appendix 3 – Residential Market Report

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## Appendix 4 – Land Value Report

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## Appendix 5 – Area Wide Residential Appraisals

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## Appendix 6 – Strategic Site Appraisals

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## Appendix 7 – Commercial Market Report

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## Appendix 8 – BTR Appraisals

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## Appendix 9 – Commercial Appraisals

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## Greater Cambridge Viability and Delivery Assessment

### Greater Cambridge Local Plan - The Preferred Options (Regulation 18: Preferred Options 2021)

This policies matrix sets out the emerging draft Preferred Options policies and describes how we have incorporated the cumulative impact of the policies into the viability assessment. The matrix 'sign-posts' the reader to particular cost and values evidence which reads across into the financial appraisals.

\* Those policies with a Direct impact on viability include policies such as affordable housing, minimum housing standards etc. that have a quantifiable impact on viability. These have been explicitly factored into our economic viability appraisals through cost and value assumption etc.

Those policies with an Indirect impact have been incorporated into the viability study indirectly through the property market cost and value assumptions adopted e.g. market values, benchmark land value and BICS costs etc. It is important to note that all the policies have an indirect impact on viability. The Greater Cambridgeshire Local Plan sets the 'framework' for the property market to operate within. All the spatial policies have an indirect impact on viability through the operation of the property market (price mechanism).

Some policies are for very narrow specific circumstances of Development Management. These policies have no material impact on the value and cost assumptions for the viability Plan-making viability assessment.

Policy	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan and CIL Viability Assessment
<b>Climate Change</b>			
CC/NZ1: Net zero carbon new buildings	<p>That the policy set specific requirements regarding the energy needs of new buildings and how renewable energy should be used to generate that energy requirement...</p> <p>...Consideration is also given to the carbon associated with the construction process and the materials used to construct new buildings, known as embodied carbon, as well as reducing the performance gap through the use of Assured Performance processes.</p> <p>The technical requirements proposed below have been informed by our Net Zero Carbon Study (2021).</p> <p>Net Zero Carbon Buildings – operational emissions</p>	Direct	<p>This policy is to set targets for reaching net zero carbon status on new housing developments.</p> <p>For the purposes of our plan viability assessment the net zero carbon cost has been explicitly included in our appraisals. This has been informed by the Greater Cambridge Net Zero Carbon Study (Bioregional, Etude, Currie &amp; Brown, 2021).</p> <p>We have included the below costs in our assessment. These costs are that which is required over and above the baseline cost of properties built by a medium-sized developer, building several hundred homes per year.</p>

Policy	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan and CIL Viability Assessment
	<p>Part A: All housing and non-domestic buildings should achieve a specific space heating demand as follows:</p> <p>All new dwellings should have a space heating demand of 15-20 kWh per meter squared per year</p> <p>All non-domestic buildings should achieve a space heating demand of 15-20 kWh per meter squared per year</p> <p>All heating should be provided through low carbon fuels (not fossil fuels).</p> <p>No new developments should be connected to the gas grid.</p> <p>Part B: Total Energy Use Intensity (EUI) targets are achieved (set out in kWh per m2 per year), as follows:</p> <p>All dwellings should achieve an EUI of no more than 35 kWh per m2.</p> <p>Non domestic buildings should achieve a specified EUI, dependent on building type...</p> <p>Part C: Renewable energy should be generated on-site for all new developments...</p> <p>Where it is not practicable to generate enough renewable energy on-site, it must be demonstrated that at least 120 kWh per meter squared of building footprint, per annum is generated.</p> <p>Where a development of multiple buildings is concerned, the renewable energy generation requirement should be calculated and demonstrated across the whole development ...</p> <p>Part D: Offsetting to only be used in certain circumstances (e.g. insufficient roof space to generate renewable energy) ..., the development must be futureproofed to enable future occupiers to easily retrofit or upgrade buildings and/or infrastructure in the future ...</p> <p>All developments must demonstrate use of an assured performance method in order to ensure that the buildings' operational energy performance reflects design intentions and addresses the performance gap.</p>		<p>These costs allow for installation of a heat pump, mechanical ventilation with heat recovery (MVHR) and photovoltaics (ful breakdown included in tables 7 – 10)</p> <p>Semi-detached house: £12,880 (10% increase on cost)</p> <p>Mid-terrace: £13,985 (13% increase on cost)</p> <p>Flats: £7,568 – based on 40 flats (5% increase on cost)</p>



Policy	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan and CIL Viability Assessment
	Residential developments of 150 homes or more and non-residential development of 1,000 m2 or more should ... demonstrate actions to reduce life-cycle carbon emissions.		
CC/WE: Water efficiency in new developments	<p>Set the level of water efficiency that new developments must comply with:</p> <ul style="list-style-type: none"> <li>• Require 80 litres/person/day in new residential developments unless ...impracticable.</li> <li>• Require Non-residential development to achieve full credits for category Wat 01 of BREEAM unless demonstrated impracticable.</li> </ul>	Direct	Code Level 3 and 4 (105l) are already included in our testing. Extra over cost included for additional water standards costs with reference to Code for Sustainable Homes levels 5 and 6 (Housing Standards Review Cost Impacts report, DCLG 2014). Baseline allowance of £9 per unit to Code levels 3 & 4, and £2,697 to achieve Code levels 5 & 6 based on Department of Communities and Local Government Housing Standards Review Cost Impact, September 2014 by EC Harris. We have index linked this by 2% per annum and applied a combined £3,109 per dwelling.
CC/DC: Designing for a changing climate	<p>Set out how the design of developments should take account of our changing climate....</p> <ol style="list-style-type: none"> <li>1. All new dwellings to be designed to achieve a low overheating risk...</li> <li>2. All non-domestic buildings to be designed to achieve a low overheating risk using the cooling hierarchy...</li> <li>3. All developments take a design led approach to climate change adaptation with approaches integrated into architectural design. For overheating, proposals should follow the cooling hierarchy as follows: <ul style="list-style-type: none"> <li>a. Passive design</li> <li>b. Passive/natural cooling</li> <li>c. Mixed mode cooling</li> </ul> </li> </ol>	Direct	It is important for all developers to address managing heat risk for their buildings to be marketable. We assume that the heat mitigation can be built into the design at no additional cost.

Policy	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan and CIL Viability Assessment
	<p>d. Full building mechanical ventilation/cooling system, ensuring the lowest carbon/energy options and only considered after all other elements of the hierarchy have been utilised.</p> <p>4. All development proposals must utilise site wide approaches to reduce climate risks, including the integration of sustainable drainage systems; cool materials and urban greening; enhanced treescape integrated green spaces...</p>		
CC/FM: Flooding and integrated water management	<p>Address management of flood risk and implementation of integrated water management including sustainable drainage in new development.</p> <ul style="list-style-type: none"> <li>• Development will be directed to the areas with the least likelihood of flooding from all sources and taking into account climate change.</li> <li>• Developments will be required to provide integrated water management, including sustainable drainage systems (SuDS), where surface water is managed close to its source and on the surface where reasonably practicable to do so. SuDS and green /brown roofs should provide multiple benefits (such as biodiversity and amenity). All hard surfaces must be permeable where reasonably practicable. Appropriate measures for future management will need to be demonstrated and secured.</li> </ul> <p>Potential flood risk from developments will need to be fully addressed. The plan will set out the approach to runoff rates, including that peak runoff rate should be no greater for the developed site than it was for the undeveloped site.</p>	Direct	<p>For the purposes of our viability assessment we have assumed that the cost of professional fees for the relevant Flood Risk Assessments and Drainage Strategy reports etc are included within our overall professional fee budget.</p> <p>This policy is to ensure the appropriate management and treatment of surface and foul water disposal to reduce the flood risk in the Plan area. It states that development proposals should include the use of sustainable drainage systems. There are associated costs with this policy and therefore it has a direct impact on viability.</p> <p>It is important to stress that developers should consider drainage solutions at the outset of their scheme design and factor in the costs when acquiring sites.</p> <p>These are not new and unknown costs.</p> <p>The cost of foul and surface water drainage and SUDs etc is include in the cost of the external works within our appraisals.</p>

Policy	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan and CIL Viability Assessment
			Where there are sites with abnormal costs associated with flood mitigation (e.g. sites in Flood Zone 2 or 3), these costs should be deducted from the price of the land. I.e. one cannot pay the same price for land which is not subject to flooding, compared to land which is constrained by flooding.
CC/RE: Renewable energy projects and infrastructure	<p>Support renewable energy generation and associated infrastructure to help support the transition to net zero carbon.</p> <ol style="list-style-type: none"> <li>1. Provide a positive policy framework for the development of stand-alone renewable energy projects including associated infrastructure such as battery storage and upgrades to grid capacity;</li> <li>2. Identify broad areas of potential suitability for different types of renewable energy, informed by CRIF and landscape sensitivity study;</li> <li>3. Indicate support for community led projects.</li> <li>4. Identify a set of criteria which will apply to all renewable energy projects...</li> <li>5. In relation to wind energy... demonstrate that the planning impacts identified by affected local communities have been fully addressed...</li> <li>6. ...demonstrate very special circumstances in the Green Belt....</li> </ol>	Indirect	This policy is about the provision of energy infrastructure. It is not subject to specific policy obligations (e.g., affordable housing, CIL etc) over and above site-specific mitigation. There is no direct impact on Plan viability, but the lack of provision for waste will impact on the deliverability of new homes and employment.
CC/CE: Reducing Waste and supporting the circular economy	<p>Minimise construction waste and ensure that new development is designed to support sustainable waste management by end user.</p> <ul style="list-style-type: none"> <li>• Follow the waste hierarchy and the 5 r's of waste management: Refuse, Reduce, Reuse, Repurpose, Recycle.</li> <li>• provide adequate, flexible and easily accessible storage space and collection systems in line with the requirements of the RECAP Waste Management Design Guide (or successor documents).</li> </ul>	Indirect	This policy is about the provision of waste infrastructure. It is not subject to specific policy obligations over and above site-specific mitigation. There is no direct impact on Plan viability, but the lack of provision for waste will impact on the deliverability of new homes and employment. We have assumed the cost of the Circular Economy Statement will be included in professional fees.

Policy	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan and CIL Viability Assessment
	<ul style="list-style-type: none"> <li>All major developments should submit a Circular Economy Statement, either as a stand-alone document or as part of the CEMP.</li> </ul>		
CCCS: Supporting land based carbon sequestration	Control development of land capable of becoming an important carbon sink, by supporting...the creation of land and habitats that play a role as carbon sinks and protect existing carbon sinks from development in particular unimproved peat. Promote approaches that minimise soil disturbance, compaction and disposal during construction projects	Indirect	This will have an impact on the amount of land available for development. This has an indirect impact on the viability assessment on the price of land and Benchmark Land Value assumptions.
<b>Biodiversity &amp; Green Spaces</b>			
BG/BG: Biodiversity and geodiversity	<p>This policy addresses biodiversity requirements for all new development, including the approach to Biodiversity Net Gain (which requires developers to ensure habitats for wildlife are enhanced and left in a measurably better state than they were in before development, and is expressed as a percentage). It will also control development affecting sites of biodiversity and geodiversity importance.</p> <p>The policy will require development to achieve a minimum 20% biodiversity net gain (BNG), noting that:</p> <ul style="list-style-type: none"> <li>BNG calculations should be submitted using the Defra Biodiversity Metric 3.0 or its successor</li> <li>BNG should be delivered on site where this will be effective, recognising that for smaller sites in particular greater and more long-lasting biodiversity enhancements may be achieved via contributions towards larger scale projects.</li> <li>Where off-site habitat measures are required, they must be consistent with the strategic aims of the Greater Cambridge green infrastructure network strategic initiatives</li> </ul>	Direct	<p>For the purposes of our viability assessment, we have assumed that the relevant cost of professional reports (e.g. Biodiversity Action Plans (BAPs) and / or Geodiversity Action Plans (GAPs) and mitigation strategies etc.) is included in the professional fee budget.</p> <p>We have assumed that the cost of relevant mitigation is included in:</p> <ul style="list-style-type: none"> <li>the net-to-gross site area assumption in terms of land take;</li> <li>the external works cost and the net-biodiversity gain costs etc;</li> </ul> <p>Where there are particularly nature conservation issues that arise from particularly sensitive development sites, that this is known to the developer as part of their site due diligence, the costs of mitigation should be factored into the price paid for the land.</p> <p>Costs associated with these requirements are included within our use of appropriate local</p>

Policy	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan and CIL Viability Assessment
	<ul style="list-style-type: none"> <li>The Councils will seek to use planning conditions to secure on site habitat creation and its long-term management, and obligations where BNG is on land outside the applicant's control</li> </ul> <p>The policy will also seek wider environmental net gains. Ways of measuring this are currently being developed at a national level, and at the draft plan stage we will review whether and how to implement this policy requirement.</p> <p>The policy will state that development proposals affecting sites of biodiversity or geological importance will not normally be permitted. Exceptions will only be made where the benefits significantly outweigh any adverse impacts. In such cases where development is permitted, we will require that the intrinsic natural features of particular interest are safeguarded or enhanced.</p> <p>The policy will require development to mitigate evidenced recreational impacts on designated biodiversity and geodiversity sites, including applying Natural England's Impact Risk Zones for Sites of Special Scientific importance.</p>		<p>construction cost benchmarks and external works cost benchmarks which developers will take into consideration biodiversity requirements (which developers have been delivering).</p> <p>Note that in the future the government is committed to mandating biodiversity net gain on sites. It is anticipated the Environment Bill will be ratified in 2021, with the requirements to be implemented in 2023.</p> <p>For the purposes of our plan viability assessment the biodiversity net gain/habitats charge has been explicitly included in our appraisals. We have included a Net gain delivery cost of £1,211 per housing unit for greenfield development and £289 per housing unit for brownfield development. This is based upon the East regional cost (central estimate) in the Net gain delivery cost tables (Tables 16 and 17) from the DEFRA Biodiversity net gain and local nature recovery strategies Impact Assessment 15/10/2019, inclusive of an increase in cost to achieve 20% net gain.</p>
BG/GI: Green infrastructure	<p>The policy will require all development proposals – appropriate to its type, scale and location - to include green infrastructure, providing ... varied benefits for people, wildlife and planet:</p> <p>To support successful delivery of green infrastructure, the policy will require proposals to demonstrate that green infrastructure has been planned as an integral part of the development, so that it informs the overall development design, and so that natural features are retained in situ; Across all phases of development; To be successful for the lifetime of the development, including providing plans for management, maintenance and funding.</p>	Direct	<p>This policy is to promote health, wellbeing and equality by safeguarding and improving open space. The policy outlines the need for a contribution from new residential development towards the provision of open space. This is taken into consideration within our viability assessment through:</p> <ul style="list-style-type: none"> <li>the net-to-gross developable area assumptions as part of the BLV calculations;</li> <li>the density assumption (dph) which is to allow for the relevant open space;</li> </ul>

Policy	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan and CIL Viability Assessment
	<p>Beyond setting out green infrastructure design principles as above, we are exploring whether this policy should require development to meet a green infrastructure standard such as Building with Nature. We would welcome your views on this topic, and will confirm the preferred approach at draft plan stage.</p> <p>The policy will also require development proposals to protect and enhance the wider green infrastructure network in accordance with a number of named site specific initiatives.</p>		<ul style="list-style-type: none"> <li>External works costs which allow for relevant open space costs;</li> </ul>
BG/TC: Improving Tree Canopy Cover and the Tree Population	<p>This policy requires development proposals to preserve, protect and increase the amount and distribution of tree canopy cover... tree population... existing trees of value... existing hedgerows and the surrounding land...provide appropriate replacement tree or hedgerow planting...the provision of new woodland in appropriate locations.</p>	Direct	<p>For the purposes of our viability assessment we have assumed that the relevant cost of professional fees (accredited arboriculturist) is included in the professional fee budget.</p> <p>We have assumed that the cost of relevant tree and hedgerow planting etc is included in:</p> <ul style="list-style-type: none"> <li>the net-to-gross site area assumption in terms of land take;</li> <li>the external works cost and the net-biodiversity gain costs include for the relevant landscaping and tree planting etc;</li> </ul> <p>Where there are particularly mature trees (TPOs etc) and hedgerow to be protected, that this is known to the developer as part of their site due diligence and the costs of mitigation is factored into the price paid for the land. I.e. one cannot pay the same price for land which is cleared as a developer platform, compared to land which is constrained by mature trees and hedgerows.</p>

Policy	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan and CIL Viability Assessment
BGRC: River Corridors	<p>The policy will require development located along the River Cam and its tributaries to protect, enhance and restore natural features...</p> <p>Protect and enhance the existing landscape of river corridors, referring to the Greater Cambridge Landscape Character Assessment...</p> <p>Ensure that the location, scale and design of development, protects and enhances the character, visual amenity and historic significance of river corridors and connected locations, including in particular considering views to and from rivers.</p> <p>Support enhanced access to, from and along river corridors for walking and cycling, whilst balancing this with the need to protect and enhance habitats for biodiversity, including:</p>	Direct	<p>For the purposes of our viability assessment we have assumed that the relevant cost of professional reports is included in the professional fee budget.</p> <p>We have assumed that the cost of relevant mitigation is included in:</p> <ul style="list-style-type: none"> <li>the net-to-gross site area assumption in terms of land take;</li> <li>the external works cost;</li> </ul> <p>Where there are particularly nature conservation issues that arise from particularly sensitive development sites, that this is known to the developer as part of their site due diligence, the costs of mitigation should be factored into the price paid for the land.</p>
BG/PO: Protecting open spaces	<p>The Local Plan will continue to identify and protect open spaces, including village greens, parks, recreation areas, allotments, community orchards and Protected Village Amenity Areas, and Local Green Space.</p>	Indirect	<p>This will have an impact on the amount of land available for development. This has an indirect impact on the viability assessment on the price of land and Benchmark Land Value assumptions.</p>
BG/EO: Providing and enhancing open spaces	<p>Open space and recreation provision will be required to be provided by new development. Provision will be onsite where appropriate, if not financial contributions will be sought to help improve off site facilities. This includes space for sports pitches, play space for children and teenagers, and more informal spaces, such as for dog walking. Allotments and other community food growing opportunities such as community orchards will also be sought.</p> <p>It is also important that green spaces are multi-functional, to help people to socialise and relax as well as encourage healthier lifestyles.</p> <p>The Councils have adopted open space standards, set out in their current local plans. These establish the quantity and accessibility of open space</p>	Direct	<p>This policy is to promote health, wellbeing and equality by safeguarding and improving open space. The policy outlines the need for a contribution from new residential development towards the provision of open space. This is taken into consideration within our viability assessment through:</p> <ul style="list-style-type: none"> <li>the net-to-gross developable area assumptions as part of the BLV calculations;</li> <li>the density assumption (dph) which is to allow for the relevant open space;</li> </ul>

Policy	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan and CIL Viability Assessment
	<p>that should be provided, when it should be on site or is used to guide the scale of financial contribution required, guided by local opportunities and constraints.</p> <p>These standards are different for Cambridge and South Cambridgeshire, reflecting the differences between the City with its urban character and formal parks for example, and the more rural environment of the villages. . A review of the standards will be carried out to inform the draft plan to ensure they are up to date.</p>		<ul style="list-style-type: none"> <li>External works costs which allow for relevant open space costs;</li> <li>Site specific S106 contributions – where available (see Typologies Matrix).</li> </ul> <p>Our scheme Typologies Matrix and viability appraisals are also able to test the viability of this policy in the context of the cumulative impact of all of the new policies herein. The drafting of this policy is an iterative process having regard to the results of the viability appraisals and specifically the sensitivity appraisals.</p>
<b>Wellbeing &amp; Inclusion</b>			
WS/HD: Creating healthy new developments	<p>Integrate health considerations into policies across the Plan. Require health principles to be applied to new developments, drawing on the ten principles developed from the Healthy New Towns initiative.</p> <p>Require Health Impact Assessments to accompany planning applications (at a level of detail appropriate to the scale and nature of the application) with an updated approach to reflect good practice.</p> <p>Explore a policy which restricts the development of new hot-food takeaway premises close to schools or leisure centres and limits the concentration of hot food takeaway premises...</p>	Direct	For the purposes of our viability assessment we have assumed that the relevant cost of professional fees for the Health Impact Assessment is included in the professional fee budget.



Policy	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan and CIL Viability Assessment
WSCF: Community, Sports, and Leisure Facilities	<p>The Local Plan will require appropriate community, cultural, education, sports and leisure provision to meet the needs generated by new developments. The scale and range of this provision or contribution will need to address a wide variety of needs, including different age groups, of people with disabilities, and faith groups.</p> <p>In large scale developments and new communities, community development strategies will be required, to explore how places will become communities, and how early residents will be supported. These strategies may include cultural and public art activities, to help bring together new communities at an early stage of their development and should help foster greater community interaction and place making. It is also important that school places are made available in line with new residential developments in appropriate locations and in a timely manner.</p>	Direct	Our scheme Typologies Matrix and viability appraisals are specifically designed to test the viability of this policy in the context of the cumulative impact of all of the new policies herein. The drafting of this policy is an iterative process having regard to the results of the viability appraisals and specifically the sensitivity appraisals.
WS/MU: Meanwhile uses during long term redevelopments	This policy will seek meanwhile uses on vacant sites or in underused buildings as part of the phased development of major development sites. These meanwhile uses will support the local community and contribute to the vibrancy of the area as new communities develop.	Indirect	This is a strategic level policy. The implementation of this policy will impact the real estate market through the quality of the environment and the strength of the economy created. This will impact real estate values (and costs e.g. land) over time through the price mechanism.
WS/IO: Creating inclusive employment and business opportunities through new developments	Ensure new developments support the skills and training needs of local residents and provide opportunities for local businesses through local training and skills opportunities, for example apprenticeships... provide access for local businesses to supply chain opportunities in various stages of development.	Indirect	We have assumed this cost will be absorbed by overhead and profit/contingency so would not directly impact viability. Further it is in the same interests of the construction industry and services/manufacturing/logistics etc industries to have a strong labour pool to draw upon.
WS/HS: Pollution, health and safety	<p>Take account of sources of pollution:</p> <ul style="list-style-type: none"> <li>• Require that development does not lead to or is subject to significant adverse effects as a result of noise, vibration, odour, light pollution;</li> </ul> <p>Ensure... that the land is suitable for the end use; Address impacts on air</p>	Direct	For the purposes of our viability assessment we have assumed that the relevant cost of professional fees for the Contaminated Land Reports etc is included in the professional fee budget.

Policy	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan and CIL Viability Assessment
	quality (including requiring Air Quality Management strategies to be prepared where appropriate)		
<b>Delivering Great Places</b>			
GP/PP1: Place/context sensitive design (responding to context / place first approach)	The policy will require all applicants to demonstrate how their proposals sustain and enhance the unique qualities of the Greater Cambridge area and the subtleties in the different landscape and settlement forms. ... The policy will require all planning applications to include a comprehensive design and access statement that address this context.	Direct	For the purposes of our viability assessment we have assumed that the relevant cost of professional fees for the Design and Access Statement is included in the professional fee budget.
GP/LC: Protection and enhancement of landscape character	<p>The Greater Cambridge Local Plan will support development that respects, retains or enhances local landscape character (as set out in the Greater Cambridge Landscape Character Assessment). It will...require mitigation of loss of landscape features; protect important green gaps such as between Longstanton and Northstowe.</p> <ul style="list-style-type: none"> <li>Protect and enhance the setting of Cambridge and other settlements, and strengthen or recreate the well-defined and vegetated edge of Cambridge.</li> <li>Continue to protect identified Important Countryside Frontages in South Cambridgeshire.</li> </ul>	Direct	<p>This policy is an over-arching policy which links other more detailed policies described herein/above.</p> <p>For the purposes of our viability assessment we have assumed that the relevant cost of professional designers etc. to achieve high-quality design is included in the professional fee budget.</p> <p>It is in developers own interests to achieve high-quality, well-placed design as this adds value (as is demonstrated by the Building Better, Building Beautiful Commission report (January 2020). Well-designed place should therefore add to value and make development more viable.</p>
GP/GB: Protecting and enhancing the Cambridge Green Belt	<p>Guide the consideration of development proposals in the Green Belt.</p> <p>The Local Plan policy will include the established local purposes of the Cambridge Green Belt, which are to:</p> <ul style="list-style-type: none"> <li>preserve the unique character of Cambridge as a compact, dynamic city with a thriving historic centre</li> <li>maintain and enhance the quality of its setting</li> </ul>	Direct	Green Belt land is currently constrained by the green belt policy. They therefore have a very low Existing Use Value (EUV) as agricultural land etc. Where green belt sites are released for development there is a significant uplift in land value for the proposed use (e.g. residential development). The loss mitigation is to be paid for out of this land value uplift.

Policy	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan and CIL Viability Assessment
	<ul style="list-style-type: none"> <li>prevent communities in the environs of Cambridge from merging into one another and with the city.</li> <li>support enhancement of the Green Belt, such as for recreation and biodiversity.</li> </ul>		<p>In this respect we have included £1,000 per unit S106 cost for Green Belt Loss Mitigation.</p> <p>We have also explicitly taken into consideration:</p> <ul style="list-style-type: none"> <li>the net to gross site area of the site to include a large landscaping buffer (the land cost of which is included in the land value assumptions/calculations)</li> <li>external works costs to include walking and cycling routes, planning, SuDs etc</li> </ul>
GP/QD: Creating high quality development	<p>This policy will require proposals to demonstrate how they meet the following expectations:</p> <ul style="list-style-type: none"> <li>Designed with communities in mind:</li> <li>Ensure that buildings are orientated to provide natural surveillance and maximise opportunities to create active ground floor uses.</li> <li>Create active edges on to public space by locating appropriate uses, as well as entrances and windows of habitable rooms next to the street.</li> <li>Use design to minimise adverse impact on neighbouring buildings and spaces in terms of privacy and overlooking, sunlight and daylight, overshadowing and other micro climate considerations, artificial lighting, vibration, noise, fumes and odour, and other forms of pollution.</li> <li>Introduce mixed uses proposals in a way that can benefit all occupants where appropriate, avoiding the mixing of incompatible uses</li> <li></li> <li>Create local connections:</li> </ul>	Direct	<p>This policy sets out design principles that new development should follow in order to ensure Greater Cambridge's different characteristics and qualities are maintained and enhanced. There is therefore a direct impact on the construction cost.</p> <p>Notwithstanding this, the minimum design standard is the Building Regulations and therefore the cost of compliance is reflected in the BCIS costs that we have used within our appraisals. Note also that good design leads to high quality environments which are reflected in the value of real estate. We have used current values (and costs) within our appraisals.</p> <p>For the purposes of our viability assessment we have assumed that the relevant cost of professional designers etc. to achieve high-quality design is included in the professional fee budget.</p>

Policy	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan and CIL Viability Assessment
	<ul style="list-style-type: none"> <li>• Ensure building entrances and exits are convenient, safe and accessible for all users throughout the day and night, with lighting and security features successfully integrated into the design.</li> <li>•</li> <li>• Are climate-positive:</li> <li>• Create robust and adaptable building forms that can be successfully adapted and reused, extending their lifespan and reducing the carbon impacts of demolition</li> <li>• Successfully integrate functional needs such as refuse, recycling, and bicycle parking does not negatively impact on the existing building or the amenity of neighbouring properties</li> <li>•</li> <li>• Contribute and respond to local character:</li> <li>• Provide a comprehensive design approach that achieves the successful integration of buildings, routes and spaces between buildings, topography, townscape and landscape.</li> <li>• Create attractive and appropriately-scaled built frontages to positively enhance streets and/or public spaces in both urban and rural settings.</li> <li>• Use materials and details that are of high quality, that will age well and be easy to maintain, and if an extension or alteration, reflect, or successfully contrast with, the existing building form, through the use of materials and architectural detailing.</li> <li>• Ensure that development proposals successfully integrate functional aspects such as waste and recycling, bicycle parking and car parking.</li> <li>• Any proposal for a structure that breaks the existing skyline and/or is significantly taller than the surrounding built form will need to demonstrate through visual assessment or appraisal with</li> </ul>		

Policy	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan and CIL Viability Assessment
	<p>supporting accurate visual representations, how the proposals enhance the existing landscape and townscape and do not cause unacceptable impact on the historic environment. Major schemes should share a native 3-D file for assessment.</p> <ul style="list-style-type: none"> <li>•</li> </ul>		
GP/QP: Achieving high quality landscape and public realm	<p>Proposals will be required to demonstrate how they:</p> <p>Enabling local communities:</p> <ul style="list-style-type: none"> <li>• Ensure new and enhanced existing routes are designed inclusively, prioritising a pedestrian led movement hierarchy including generous and level footways that avoids street clutter.</li> <li>• Include seating, drinking water fountains, shade and shelter, bicycle parking, street lighting, signage and public art, designed in a coordinated and needs-led approach which does not obstruct the public realm or create street clutter.</li> <li>• Parking should not reduce the functionality of open spaces, and if on street should be inset in an expanded footway to allow pedestrian movements when not occupied.</li> </ul> <p>Enhance connectivity:</p> <ul style="list-style-type: none"> <li>• Ensure that new and existing public realm seamlessly connects, and that the quality and function of existing routes are enhanced.</li> <li>• Establish streets and open spaces that are well defined, and which clearly demarcate public and private space.</li> <li>• Create streets that respond to their levels of use while not allowing vehicular traffic to dominate.</li> </ul> <p>Respond to climate:</p> <ul style="list-style-type: none"> <li>• Be landscape led, by retaining and enhancing existing features including trees, natural habitats, boundary treatments and historic street</li> </ul>	Direct	The cost of public realm assets is included in the cost of the external works within our appraisals.

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	<p>furniture and/or surfaces that positively contribute to the quality and character of an area.</p> <ul style="list-style-type: none"> <li>• Ensure species are selected that enhance biodiversity through the use of native planting and/or species capable of adapting to our changing climate.</li> <li>• Integrate surface water management through design to enable pedestrian accessibility and planting, retaining existing natural features where possible, do not pave over front gardens if this is compromised.</li> <li>• Factor microclimate into design proposals and that public spaces receive adequate sunlight.</li> </ul> <p>Integrate with local character</p> <ul style="list-style-type: none"> <li>• Respond to its context and relate to the character and intended function of the spaces and surrounding buildings through the use of high quality and well detailed materials that are easily maintained.</li> <li>• Ensure that the right growing conditions and future management regimes for landscape schemes are secured and implemented, and ensure that space for trees and other planting is incorporated that is appropriate to the scale of buildings.</li> <li>• Provide appropriate types of open space whether in urban or more rural places that link into other sequences of existing or new landscape spaces and wider settings.</li> </ul>		
GP/HA: Conservation and Enhancement of Heritage Assets	<p>Proposals affecting heritage assets will be considered in accordance with the guidance set out in the National Planning Policy Framework.</p> <p>Recognising the important contribution heritage assets of various types make to Cambridge and South Cambridgeshire, the policy</p>	Direct	This policy has a direct impact on our viability assessment given that there is a cost associated with these policy requirements from developments in conservation areas and other historic environment assets.

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	<p>will require that proposals properly consider the historic environment and make a positive contribution to local character.</p> <p>Development will be required to demonstrate how it preserves or enhances the significance of the heritage assets of the Greater Cambridge, their setting and the wider townscape, including views into, within and out of conservation areas.</p> <p>The local plan will also continue to recognise the importance of local heritage assets (including buildings of local importance). We will include the criteria for the selection of these assets.</p>		<p>We have used current costs based on the BCIS and rebased them to the Cambridge &amp; South Cambridge areas which take into consideration costs of 'typical' development across the Greater Cambridge authorities. We acknowledge that construction costs are likely to be higher within designated heritage environments, but values are also likely to be higher. Furthermore, developments involving heritage assets are likely to require a bespoke approach to viability e.g. enabling development and/or grants.</p> <p>For the purposes of our viability assessment we have assumed that the relevant cost of professional fees for the required heritage statement(s) is included in the professional fee budget.</p>
GP/CC: Adapting Heritage Assets to Climate Change	The policy will require proposals to take a 'whole building' approach to undertaking works to heritage assets to enhance environmental performance; Support proposals which seek to undo the damage caused by previous inappropriate interventions (e.g. removal of cement render and replacement with breathable options); Give consideration to measures that will reduce carbon emissions and assist with adaptation to our changing climate (for example external shading or property level flood protection).	Direct	Ditto
GP/PH: Protection of public houses	Safeguard public houses, only allow their loss to other uses where they are no longer needed within the community as a public house or other form of community facility, demonstrated by evidence of effective marketing and exploration of options to make it viable.	Indirect	The implementation of this policy will impact the real estate market through the quality of the environment and the strength of the economy created. This will impact real estate values (and costs e.g. land) over time through the price mechanism.
<b>Jobs</b>			

Policy	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan and CIL Viability Assessment
J/NE: New Employment Development Proposals	Detail the considerations that will determine whether proposals for employment development in urban areas, villages, and the countryside are acceptable.	Direct	In determining the relevant scheme typologies, we have had regard to the requirements of this policy. The relevant density assumption and unit mix is set out on the Typologies Matrix.
J/RE: Supporting the rural economy	<p>Support proposals for diversification schemes which enable continued operation of agricultural and other land based rural businesses particularly where they are engaged in sustainable land management or renewable / low carbon energy, where they are appropriate in scale to their location and, where possible, reuse existing buildings.</p> <p>Support the re-use of rural buildings in the countryside for employment purposes, where they are of permanent and substantial construction and in keeping with their surroundings. Allow the replacement of such buildings where it would bring about environmental improvement and a more sustainable development.</p>		
J/AL: Protecting the Best Agricultural land	Restrict development which would lead to the irreversible loss of the best agricultural land (Grades 1, 2 or 3a) unless it is allocated in the local plan to meet development needs, or sustainability considerations and the need for the development are sufficient to override the need to protect the agricultural value of the land.	Direct	In determining the relevant scheme typologies, we have had regard to the requirements of this policy. The relevant density assumption and unit mix is set out on the Typologies Matrix.
J/PB: Protecting existing business space	Protect employment land from loss to other uses in Cambridge (including specific protection for industrial sites), villages, and countryside. Where loss is proposed, it will need to be justified by evidence that it is no longer needed (by being effectively marketed).	Indirect	The implementation of this policy will impact the real estate market through the quality of the environment and the strength of the economy created. This will impact real estate values (and costs e.g. land) over time through the price mechanism.
J/RW: Enabling Remote Working	Address how the plan can support remote working, and working at home.	Indirect	The implementation of this policy will impact the real estate market through the quality of the environment



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			and the strength of the economy created. This will impact real estate values (and costs e.g. land) over time through the price mechanism.
J/AW: Affordable Workspace and creative industries	Support development proposals that incorporate an element of affordable workspace, at rents maintained below the market rate. This includes provision of creative and artists' workspace, rehearsal and performance space and makerspace. Require affordable workspace as a proportion of larger commercial developments. Affordable workspace can be defined as workspace that has a rental value below the market rate (generally, 80% of the market rate or less). If on-site provision is not possible, require financial contributions for equivalent off-site provision.	Direct	Our scheme Typologies Matrix and viability appraisals are specifically designed to test the viability of this policy in the context of the cumulative impact of all of the new policies herein. The drafting of this policy is an iterative process having regard to the results of the viability appraisals and specifically the sensitivity appraisals.
J/EP: Supporting a range of facilities in employment parks	Support appropriately scaled leisure, eating and social hub facilities where they support the functioning of the employment area, and they are primarily aimed at meeting the needs of workers on site.	Direct	In determining the relevant scheme typologies, we have had regard to the requirements of this policy. The relevant density assumption and unit mix is set out on the Typologies Matrix.
J/RC: Retail and Centres	Support the retention of retail and leisure uses as well the revitalisation of high streets... Support the development of village shops... Develop a specific approach for Cambridge city centre including its shopping centres and primary shopping area designations... Require new vibrant centres in new communities, to meet the day to day of local communities, by requiring new centres of appropriate scales to be creating in our strategic new developments.	Direct	In determining the relevant scheme typologies, we have had regard to the requirements of this policy. The relevant density assumption and unit mix is set out on the Typologies Matrix.
J/VA: Visitor Accommodation, Attractions and Facilities	The Greater Cambridge Local Plan will respond to Identify, sites for the need for new visitor accommodation such as hotels and aparthotels to meet identified need. This will be informed by new assessments of visitor accommodation needs that will be completed to inform the draft plan stage.	Direct	In determining the relevant scheme typologies, we have had regard to the requirements of this policy. The relevant density assumption and unit mix is set out on the Typologies Matrix.

Policy	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan and CIL Viability Assessment
	<p>Support the development of new hotels and other types of dedicated visitor accommodation that do not involve the loss of residential accommodation within and on the edge of Cambridge.</p> <p>Support for visitor accommodation within development frameworks in South Cambridgeshire where the scale and type of development is directly related to the role and function of the centre and supports its vitality.</p> <p>Permit new visitor accommodation outside development frameworks in South Cambridgeshire by the change of use / conversion / replacement of suitable buildings and by small scale new developments appropriate to local circumstances.</p>		
J/FD: Faculty Development and Specialist/Language Schools	<p>The policy will outline how new faculty and specialist facilities/development will be supported, and the principles that need to be satisfied...</p> <p>The policy will also explain how the development of existing and new specialist colleges and/or language schools will be permitted where they provide residential accommodation, social and amenity facilities for all non-local students...</p>	Direct	In determining the relevant scheme typologies, we have had regard to the requirements of this policy. The relevant density assumption and unit mix is set out on the Typologies Matrix.
<b>Homes</b>			
H/AH: Affordable Housing	<p>National planning policy expects affordable housing to be provided on site, and only allows affordable homes to be sought on developments of 10 dwellings or more.</p> <p>Require 40% of new homes on sites of 10 or more dwellings to be affordable, with a few exceptions...</p> <p>Mixed tenure developments that include Build to Rent homes should make up any shortfall in affordable homes within the Build to Rent element on the remainder of the development, so that overall the development delivers 40% affordable homes.</p> <p>Set out that the affordable housing tenures provided should include the requirements as set out in national planning policy and guidance – the first</p>	Direct	<p>Our scheme Typologies Matrix and viability appraisals are specifically designed to test the viability of this policy in the context of the cumulative impact of all of the new policies herein. The drafting of this policy is an iterative process having regard to the results of the viability appraisals and specifically the sensitivity appraisals.</p> <p>Note that in accordance with the PPG, policy requirements, particularly for affordable housing, should be set at a level that takes account of affordable housing and infrastructure needs and</p>

Policy	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan and CIL Viability Assessment
	<p>at least 25% of the affordable homes on the development to be First Homes, with at least 10% of all new homes on the development to be provided as affordable home ownership products.</p> <p>Set out the proportion of the different affordable housing tenures for the remaining up to 75% of the affordable homes (after the at least 25% First Homes have been accounted for)....</p> <p>Set out that affordable homes must be designed to be indiscernible from market homes, and that affordable homes should be distributed throughout the site in small groups or clusters...</p> <p>The affordable homes should be provided on-site except for in the circumstances set out in paragraph 62 of the NPPF.</p>		<p>allows for the planned types of sites and development to be deliverable, without the need for further viability assessment at the decision-making stage. (Paragraph: 002 Reference ID: 10-002-20190509, Revision date: 09 05 2019)</p> <p>In carrying out our appraisals, we have assumed the following tenure(s):</p> <ul style="list-style-type: none"> <li>• 25% First Homes (with a 30% discount compared to the open market value)</li> <li>• 15% shared ownership</li> <li>• 10% social rent</li> <li>• 50% affordable rent (rents are set at 60% of market rents in Cambridge and 70% of market rents in South Cambs)</li> </ul>
H/ES: Exception Sites for Affordable Housing	<p>This policy will support exception sites in appropriate locations, typically adjoining existing settlements, and that are proportionate in scale to those settlements where there is an identified need. A small amount of market housing will be allowed on exception sites where it can be justified on viability grounds. The use of such market housing in the form of custom and self-build housing will be supported. Community-led housing will also be supported on exception sites where it meets an identified need for affordable housing.</p> <p>First Homes are a specific kind of discounted market sale housing and fall within the definition of affordable housing for planning purposes. The policy will be tailored to ensure First Homes exception sites are complementary to rather than compete with rural exception sites. This could be through, for example, the use of locally specific criteria to determine eligibility in rural parishes.</p>	Direct	Our scheme Typologies Matrix and viability appraisals are specifically designed to test the viability of this policy in the context of the cumulative impact of all of the new policies herein. The drafting of this policy is an iterative process having regard to the results of the viability appraisals and specifically the sensitivity appraisals.

Policy	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan and CIL Viability Assessment
H/HM: Housing Mix	<p>Ensure that new housing is generally of a size and type to meet the housing needs of different groups in the community.</p> <p>Require new housing developments of 10 or more dwellings to provide an appropriate mix of housing sizes (number of bedrooms), with the proportions of dwellings of each size to be guided by the housing mix for each tenure and for Cambridge and South Cambridgeshire as set out in the recommendations from the Cambridgeshire and West Suffolk Housing Needs of Specific Groups study. As the proportion of dwellings of each size is provided as a range, this allows flexibility for local circumstances.</p> <p>Exceptions will be allowed where an alternative housing mix is justified by site specific circumstances, such as local character, affordable housing demand on the councils' housing registers the built form of the new development, and the existing housing mix in the surrounding area.</p> <p>On new developments encourage the delivery of a mix of types of homes – houses, flats and bungalows – proportionally across all market and affordable tenures...</p> <p>Encourage applicants to work collaboratively with a Registered Provider, the relevant Councils housing team, and the Greater Cambridge Shared Planning service, to discuss the housing mix for a new development ahead of the submission of a planning application.</p>	Direct	<p>In determining the relevant scheme typologies, we have had regard to the requirements of this policy. The relevant density assumption and unit mix is set out on the Typologies Matrix.</p> <p>The mix is shown within Appendix 2 Typologies.</p>
H/HD: Housing Density	<p>The policy will seek to deliver site specific appropriate net densities across Greater Cambridge, taking advantage of opportunities to deliver higher densities on sites with good accessibility subject to local character considerations.</p> <p>We propose to apply a design-led approach to determine the optimum development capacity of sites in order to make the best use of land. A design-led approach to optimising site capacity requires consideration of design options to determine the most appropriate form of development that responds to a site's context and capacity for growth, existing and planned supporting</p>	Direct	<p>In determining the relevant scheme typologies, we have had regard to the requirements of this policy. The relevant density assumption and unit mix is set out on the Typologies Matrix.</p>

Policy	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan and CIL Viability Assessment
	infrastructure, local character, and other local circumstances. We want to encourage higher densities in locations which are, or will be, highly accessible by walking, cycling and public transport.		
H/GL: Garden land and subdivision of existing plots	The policy will continue the approach of the current Cambridge and South Cambridgeshire local plans by resisting inappropriate development of residential gardens and the subdivision of existing plots. This will be done by reference to a range of factors including local character, adequacy of remaining amenity space, trees, heritage and biodiversity. The policy will also seek to stop development that would compromise the potential of other land to be brought forward for development.	Indirect	This is a strategic level policy. The implementation of this policy will impact the real estate market through the quality of the environment and the strength of the economy created. This will impact real estate values (and costs e.g. land) over time through the price mechanism.
H/SS: Residential Space Standards and accessible homes	<p>Ensure that all new residential developments provide a high standard of amenity for existing and future users through requiring that they meet or exceed national internal space standards or it's successor, provide direct access to private amenity space, and that there is appropriate provision of accessible and adaptable homes.</p> <p>New homes created through residential conversions and...changes of use... should seek to meet or exceed the nationally described residential space standards.</p> <p>Affordable housing for rent homes are designed to meet the nationally described residential space standards for the maximum number of bedspaces for that size and type of dwelling.</p> <p>All new homes to be Building Regulations M4(2) 'accessible and adaptable' dwellings. Exceptions only where it can be demonstrated that site specific circumstances, in addition to the other requirements for the development, make the proposed development impractical, unachievable or unviable.</p> <p>5% of affordable homes on new developments that include 20 or more affordable homes to be Building Regulations M4(3) 'wheelchair user' dwellings, to be provided as Building Regulations M4(3)(a) 'wheelchair adaptable' dwellings unless the Council has identified a need for Building</p>	Direct	<p>This policy sets out design principles that new development should follow in order to ensure that housing standards are maintained.</p> <p>We have developed our scheme typologies (see Typologies Matrix) having regard to the house sizes that have been developed and sold recently (see the Residential Market Paper). We have applied the Nationally Described Space Standard (NDSS) within our appraisals as the minimum standard.</p> <p>This policy also ensures there is an adequate supply for housing for an aging population and for people with disabilities.</p> <p>M4(2) Category 2 - Accessible and adaptable dwellings – are dwellings that provide a higher level of accessibility that is beneficial to a wide range of people who occupy or visit the dwelling, and provides particular benefit to older and disabled people, including some wheelchair users.</p> <p>M4(3) Category 3 - Wheelchair user dwellings – are dwellings that are suitable, or potentially suitable</p>

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	<p>Regulations M4(3)(b) 'wheelchair accessible' dwellings. Exceptions only where it can be demonstrated that there is no evidence of need.</p> <p>All newly created homes (through conversion, change of use, or new build) to have direct access to private amenity space.</p>		<p>through adaptation, to be occupied by wheelchair users.</p> <p>This has a cost implication for development. In addition to the baseline BCIS construction cost we have made extra-over allowance for these optional Building Regulations requirements to demonstrate that this is achievable:</p> <p>+ £586 per unit for accessible and adaptable housing M4(2) Category 2</p> <p>+ £11,386 per unit for wheelchair adaptable dwellings M4(3) Category 3.</p> <p>This is based on the DCLG housing Standards Review, Final Implementation Impact Assessment, March 2015, paragraphs 153 and 157, which we have increased by 2% per annum.</p>
H/SH: Specialist Housing and homes for Older People	<p>Provide policy guidance for specialist housing designed and designated for occupation by older people, disabled people, vulnerable people with specific housing needs and for those wishing to live together as a community (co-housing).</p> <p>Carry forward the criteria based policy for considering proposals for new specialist housing (falling within Use Class C2, but excluding student accommodation) as included in the adopted Cambridge Local Plan 2018, but with the policy applying to the whole of Greater Cambridge. The criteria will ensure that new specialist housing is provided where there is a need, in suitably accessible locations, and without resulting in an excessive concentration of such housing.</p>	Direct	In determining the relevant scheme typologies, we have had regard to the requirements of this policy. The relevant density assumption and unit mix is set out on the Typologies Matrix.
H/CB: Self and Custom Build Homes	Require that 5% of all homes in residential developments of 20 dwellings or more are for custom and self-build.	No overall Impact	No additional cost, given plots can be sold at full value and any plots not sold after 12 months will revert to developer.

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	Include a mechanism within the policy to allow for plots identified to be for self and custom build homes to be delivered by the developer or others if the plot has not been sold as a self or custom build plot after at least 12 months of appropriate marketing.		We have not appraised any self-build schemes explicitly. All our residential typologies are on the basis that land can be acquired and developed into a new unit (including appropriate allowance for profit). Where self-building involves plot sales and/or part completed units (e.g. foundations, or 'wind and watertight') the working assumption is that the developers' profit is commensurate with the development work undertaken and therefore there is sufficient development surplus to incentivise the self-builder to complete the unit.
H/BR: Build to Rent Homes	<p>require that proposals for Build to Rent developments, or the amount of Build to Rent within a mixed tenure development, do not create an over-concentration of this tenure in a local area, are distributed across the development (if part of a wider mixed use or mixed tenure development), and meet specific criteria in terms of ownership and management, covenants, and tenancies. No more than 10% of the total housing on a mixed tenure development of 500 or more dwellings should be Build to Rent.</p> <p>Build to Rent developments should meet the requirements as set out in the Greater Cambridge Housing Strategy Annex 9: Build to Rent (Cambridge City Council and South Cambridgeshire District Council, June 2021) or a successor document.</p> <ul style="list-style-type: none"> <li>The policy will require at least 20% of homes on a Build to Rent development of 10 or more homes to be affordable private rented, and make clear that these homes will contribute towards the overall 40% affordable homes to be provided on a mixed tenure development. Affordable private rented homes must be designed to be indiscernible</li> </ul>	Direct	In determining the relevant scheme typologies, we have had regard to the requirements of this policy. The relevant density assumption and unit mix is set out on the Typologies Matrix.

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	<p>from market homes and that the affordable homes should be distributed throughout the site in small groups or clusters. As new homes, all Build to Rent developments must meet the nationally described residential space standards and accessible homes standards,</p> <ul style="list-style-type: none"> <li>Set out that the affordable private rented homes must be designed to be indiscernible from market homes and that affordable homes should be distributed throughout the site in small groups or clusters.</li> </ul>		
H/MO: Houses in Multiple Occupation (HMOs)	Set the standards that proposals for HMOs must meet, and provide the criteria to be used when considering proposals for new HMOs.	Indirect	This is a strategic level policy. The implementation of this policy will impact the real estate market through the quality of the environment and the strength of the economy created. This will impact real estate values (and costs e.g. land) over time through the price mechanism.
H/SA: Student Accommodation	<p>Outline the type and location of development that will be permitted</p> <p>Support the identified growth for student accommodation over the next ten years</p> <p>Support new Purpose-Built Student Accommodation that reduces demand for private accommodation occupied by full-time students.</p>	Direct	In determining the relevant scheme typologies, we have had regard to the requirements of this policy. The relevant density assumption and unit mix is set out on the Typologies Matrix.
H/DC: Dwellings in the Countryside	<p>Address the types of residential development that may be acceptable in the countryside.</p> <p>The policy will have a number of sub-components addressing: replacement dwellings in the countryside; extensions to existing dwellings in the countryside; new countryside dwellings of exceptional quality; the reuse of buildings in the countryside for residential use; and, dwellings to support a rural based business. Each sub-component will have its own policy requirements for the development to be acceptable, and it is proposed that these are carried forward from the South Cambridgeshire Local Plan 2018.</p>	Direct	In determining the relevant scheme typologies, we have had regard to the requirements of this policy. The relevant density assumption and unit mix is set out on the Typologies Matrix.



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H/RM: Residential Moorings	Support the provision of new residential moorings by setting out the criteria to be used when considering proposals for them.	Indirect	This is a strategic level policy. The implementation of this policy will impact the real estate market through the quality of the environment and the strength of the economy created. This will impact real estate values (and costs e.g. land) over time through the price mechanism.
H/RC: Residential Caravan sites	Support the provision of new residential caravan sites by setting out the criteria to be used when considering proposals for them.	Indirect	This is a strategic level policy. The implementation of this policy will impact the real estate market through the quality of the environment and the strength of the economy created. This will impact real estate values (and costs e.g. land) over time through the price mechanism.
H/GT: Gypsy and Traveller and Travelling Show People sites	The policy will make provision for the housing needs of Gypsies and Travellers and Travelling Showpeople over the plan period.	Indirect	This is a strategic level policy. The implementation of this policy will impact the real estate market through the quality of the environment and the strength of the economy created. This will impact real estate values (and costs e.g. land) over time through the price mechanism.
H/CH: Community-led housing	Recognise that community led housing developments will be brought forward within Greater Cambridge, and set out that any proposals for these uses will be considered against the policies applicable to residential developments. Rural exception sites for affordable housing (see H/ES above) and self and custom build homes (see H/CB) are examples of developments that can be brought forward as community led housing developments.		
Infrastructure			

Policy	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan and CIL Viability Assessment
I/ST: Sustainable Transport and Connectivity	<p>This policy will seek to deliver sustainable and inclusive communities by minimising the need to travel and reducing distances, whilst ensuring there is effective and sufficient sustainable transport mode choice and improved connectivity for everyone of any ability.</p> <p>Developments which would have significant impacts would be refused. Developers will be required to submit documentation, including a Transport Assessment (integrating a Low Emissions Strategy), Travel Plan, and Health Impact Assessment ... to demonstrate how many trips will be generated by the development, their impacts ... and how they will be accommodated and addressed, maximising opportunities for sustainable travel.</p> <p>Innovative and flexible solutions will be sought ... Appropriate to the scale and nature of the proposals developers will be required to contribute to improvements to public transport and deliver new and improved sustainable active travel connections...</p> <p>This policy will improve opportunities for seamless interchange between different modes, for example at travel hubs, and address the whole journey ...</p>	Direct	For the purposes of our viability assessment we have assumed that the relevant cost of professional fees for the required transport documents is included in the professional fee budget.
I/EV: Parking and Electric Vehicles	<p>Address the provision and accommodation of cycle and vehicle parking, including infrastructure for electric vehicle charging.</p> <p>Developments will be required to deliver, safe, secure, and convenient cycle parking at homes, businesses, and key destinations including travel hubs. It is proposed to continue to set minimum standards for numbers of cycle spaces.</p> <p>The quantity and type of car parking will be informed by the mix of land uses, location and accessibility of the development by walking, cycling and public transport, to ensure an appropriate level to accommodate local needs (including the need for disabled people parking) whilst avoiding a proliferation of car parking in locations with good accessibility.</p> <p>The policy will require parking to be accommodated within the public realm to improve the quality of place, will encourage innovative and flexible</p>	Direct	<p>For the purposes of our viability assessment we have included £1,000 per unit for EV charging (and £2,500 for a multi-charging point for every 4 x flats). These costs are based on research and commentary undertaken by Bioregional and Currie and Brown.</p> <p>For the purpose of viability, we have assumed that parking for cars and cycling is included within the externals allowance we have included.</p>

Policy	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan and CIL Viability Assessment
	<p>solutions to reduce car parking in appropriate locations, such as through smart parking and the provision of car clubs and shared parking, including car barns on the edge of accessible larger developments, whilst avoiding displacement parking.</p> <p>Vehicle parking should include electric charging infrastructure (with appropriate grid reinforcement), which should be designed into the public realm, to address the national commitment to phase out petrol and diesel cars. Charging infrastructure should be able to accommodate other vehicles including mobility scooters, electric cycles and electrification of the bus fleet.</p> <p>Where car parking is provided, it is proposed that electric car charging points (minimum of 7kW) should be included at all developments at the following levels:</p> <ul style="list-style-type: none"> <li>• Dwellings with private parking: 1 charge point per dwelling (100% active)</li> <li>• Communal parking areas: 1 charge per parking space (50% active, 50% passive)</li> <li>• Employment: 30% with active charge points, and 30% with passive.</li> <li>• Retail: 20% of bays with active charge points, and 20% with passive.</li> <li>• transport. Controlling parking levels in accessible locations is part of this.</li> </ul>		
I/FD: Freight and Delivery Consolidation	<p>Seek opportunities to reduce the number of freight and servicing vehicles and their environmental impact on Greater Cambridge, particularly at peak times, while promoting movement of freight by rail and sustainable transport modes.</p> <p>Support development/enhancement and safeguarding of local delivery hubs, where they accord with other policies in the plan, provided they do</p>	Indirect	This is a strategic level policy. The implementation of this policy will impact the real estate market through the quality of the environment and the strength of the economy created. This will impact real estate values (and costs e.g. land) over time through the price mechanism.

Policy	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan and CIL Viability Assessment
	not cause unacceptable impacts on Greater Cambridge's strategic road networks, and:		
I/SI: Safeguarding important infrastructure	This policy will safeguard important infrastructure from the impacts of development to ensure the continuation of the infrastructure purpose and to also support sustainable growth and meet any demand that growth will place on the area.	Indirect	This is a strategic level policy. The implementation of this policy will impact the real estate market through the quality of the environment and the strength of the economy created. This will impact real estate values (and costs e.g. land) over time through the price mechanism.
I/AD: Aviation Development	Control development proposals related to aviation, and set out in what circumstances, and how, developments should take account of aviation safety.	Indirect	This is a strategic level policy. The implementation of this policy will impact the real estate market through the quality of the environment and the strength of the economy created. This will impact real estate values (and costs e.g. land) over time through the price mechanism.
I/EI: Energy Infrastructure Masterplanning	<p>Require energy masterplans for strategic developments to consider the capacity of infrastructure to support the development, any necessary reinforcements and the approach to energy provision to support net zero carbon development and the electrification of transport giving consideration to site wide approaches.</p> <p>The policy will also seek to ensure that land required to support the reinforcement of existing electricity infrastructure, for example land adjacent to existing primary sub stations, is safeguarded from other forms of development.</p>	Direct	<p>This policy has a direct impact on the development costs.</p> <p>As the IDP documents do not contain any specific infrastructure costs, we have made assumptions on the level of infrastructure required – please refer to I/ID.</p>
I/ID: Infrastructure and Delivery	Only permit development if there is, or will be, sufficient infrastructure capacity to support and meet all the requirements arising from the new development cumulatively, at the time when they are needed. Developers	Direct	This policy has a direct impact on the development costs.

Policy	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan and CIL Viability Assessment
	<p>will be required to deliver infrastructure directly, or contribute through planning obligations, community infrastructure levy or its successor. Development will not be permitted on a site where it forms part of a larger site and there would be a requirement for infrastructure provision if developed as a whole.</p> <p>Infrastructure needs will be informed by an Infrastructure Delivery Plan and schedule which will accompany later stages of the Local Plan.</p>		<p>As the IDP documents do not contain any specific infrastructure costs, and this is a high level assessment at this stage, we have made assumptions on the level of infrastructure that would be required, based on the typologies as follows:</p> <p>Urban A &amp; C (AAP): £30,000 per dwelling</p> <p>Cambridge East: £30,000 per dwelling</p> <p>Cambourne: £30,000 per dwelling</p> <p>Urban B: £0</p> <p>Edge of Cambridge (greenfield): £20,000 per dwelling</p> <p>Edge of Cambridge (brownfield): £15,000 per dwelling</p> <p>New settlement: £30,000 per dwelling</p> <p>Dispersal villages: £10,000 per dwelling</p> <p>More detailed work will be undertaken at the draft plan stage.</p>
I/DI: Digital infrastructure	<p>Development proposals will be expected to provide gigabit capable connections, via multiple providers. where available, to each premise.</p> <p>In locations where gigabit capable connectivity is currently available:</p> <ul style="list-style-type: none"> <li>The development will be expected to include the infrastructure to connect to these services and make them available to occupiers.</li> </ul> <p>In locations where gigabit capable connectivity is not currently available:</p>	Direct	<p>For the purposes of our viability assessment we have assumed that the relevant cost of professional fees for the required connectivity documents is included in the professional fee budget.</p> <p>For the purpose of viability, we have assumed that the broadband infrastructure/street furniture is included within the externals allowance we have included.</p>

Policy	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan and CIL Viability Assessment
	<ul style="list-style-type: none"> <li>• Applicants will be expected to demonstrate that they have engaged a range of providers to upgrade infrastructure to deliver gigabit capable connections.</li> <li>• Where one or more providers have agreed to provide gigabit capable connectivity, the development should be designed to connect to this service and make it available to occupiers.</li> <li>• Where no agreement can be reached to provide gigabit capable connectivity at the present time, Superfast Broadband may be considered as an alternative. In addition, the development will be expected to incorporate dedicated telecommunications ducting to enable the provision of gigabit capable connectivity in the future.</li> </ul> <p>In all cases, to encourage competition and consumer choice, this will include the provision of multiple ducts to enable several providers to access the site.</p> <p>Gigabit capable broadband connectivity delivers download speeds of up to 1Gbps, the equivalent of 1,000Mbps. This compares to Superfast Broadband which provides speeds of 30 Mbps or more.</p>		

Policy	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan and CIL Viability Assessment
	<p><b>Mobile phone infrastructure</b> Major development proposals of 250 homes or 10,000m2 must carry out an assessment of whether the current mobile coverage and capacity is suitable for the proposed new development.</p> <p>In locations where mobile coverage is deemed suitable: No further action is required however the design of the development should consider the impact of building design on mobile coverage for existing and future occupants and take appropriate action to mitigate any adverse impacts.</p> <p>In locations where mobile coverage is either available but the quality is poor and/or is expected to be impacted by capacity constraints or where coverage is not currently available:</p> <ul style="list-style-type: none"> <li>• Applicants will be expected to demonstrate that they have engaged with Mobile Network Operators (MNOs) to determine a strategy to ensure that mobile coverage can be improved and maintained at the site.</li> <li>• Where one or more MNOs agree to make improvements to their mobile coverage it must be confirmed whether this will be via: <ul style="list-style-type: none"> <li>a. MNOs adjusting their existing assets to improve coverage for the new development.</li> </ul> </li> </ul>		

Policy	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan and CIL Viability Assessment
	<p>b. MNOs and the applicant agreeing a location for additional masts and/or aerials for which the applicant will facilitate installation including the provision of power, full fibre connectivity and maintenance access.</p> <p>c. Any other approach agreed with the MNO.</p> <p>Where no agreement can be reached to improve mobile coverage at the present time, the applicant must ensure that an appropriate location(s) for new mobile infrastructure is made available for future use, this can be in the form of roof-space, building frontage space, highways space or other land, all of which must have suitable access arrangements in place for installation and maintenance for the life of the installed asset. A suitable power supply and fibre connection must be made available to the location(s).</p> <p><b>Small cell mobile communications technology</b> Development proposals of 30 homes or 1,000m<sup>2</sup> employment space must include suitable infrastructure that would support any future rollout of the latest small cell mobile communications technology. For example:</p> <ul style="list-style-type: none"> <li>Require the design of street furniture in such a way that the installation of telecoms equipment and other sensors can be included and easily maintained without causing disruption.</li> </ul>		



Policy	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan and CIL Viability Assessment
	<ul style="list-style-type: none"> <li>Ensure that fibre connections are easily accessible to enable connection to street furniture such as street lighting columns to facilitate future improvements.</li> </ul> <p>As the micro cell technology is still in development the Local Authority will provide the latest guidance on the design requirements.</p> <p><b>Publicly accessible Wi-fi</b> Encourage premises and spaces where there are significant levels of use by members of the public to have regular access to provide publicly accessible Wi-Fi.</p>		

L:\\_Client Projects\2004 Cambridge WPV\_Greater Cambridge Planning\2107 Policies Matrix\210728 Greater Cambridgeshire Policies Matrix\_v4.docx

## 210826 Greater Cambridgeshire Typologies Matrix\_v4 - Residential Typologies

**Draft for Consultation**

			Site Typology								CIL - Baseline [5]	Affordable Housing Requirements								Scheme Typology																					
Appraisal Ref.	Appraisal Description	Housing Capacity	Market Area / Value Zone	Greenfield / Brownfield	Gross Site Area (ha) [1]	Net to Gross ratio (%)	Net Developable Site Area (ha)	Net Developable Site Area (acres)	Development Density [1]	Sub-total Policy Costs		AH Target [6]	AH Basis [6]	AH Tenure Mix [6]:		Shared Ownership (% of AH)				Unit Types	Market	Market Housing Mix [8]:											Affordat	Affordable Tenures Housing Mix: [8]						Cat. M4(2)	Cat. M4(3)
		(# units)							(dph net)	(£ per unit)	(£/psm)	(%)	(on-site, CSum, or NA)	First Homes (% of AH)	Shared Ownership (% of AH)	Social Rented (% of AH)	Affordable Rent (% of AH)	Total check		Studio	1B F	2B F	3B F	2B H	3B H	4B H	Total	Studio	1B F	2B F	3B F	1B H	2B H	3B H	4B H	Total [9]					
A	Urban A	700	Mid	Brownfield	13.33	70%	9.33	23.06	75		£0	40%	On-site	25%	15%	10%	50%	100%	Flats and Houses		5.0%	10.0%		10.0%	45.0%	30.0%	100.0%		30.0%	18.8%			18.8%	25.0%	7.5%	100.0%	100%	5%			
B	Urban B	50	Higher	Brownfield	0.35	95%	0.33	0.82	150		£0	40%	On-site	25%	15%	10%	50%	100%	Flats	5.0%	30.0%	50.0%	15.0%				100.0%		7.5%	30.0%		37.5%	25.0%			100.0%	100%	5%			
C	Urban C	700	Mid	Brownfield	3.11	75%	2.33	5.76	300		£0	40%	On-site	25%	15%	10%	50%	100%	Flats	5.0%	30.0%	50.0%	15.0%				100.0%		7.5%	30.0%		37.5%	25.0%			100.0%	100%	5%			
D	Edge of Cambridge A	3870	Mid	Greenfield	193.50	50%	96.75	239.07	40		£0	40%	On-site	25%	15%	10%	50%	100%	Houses		5.0%	10.0%		10.0%	45.0%	30.0%	100.0%		30.0%	18.8%			18.8%	25.0%	7.5%	100.0%	100%	5%			
E	Edge of Cambridge B	1935	Mid	Greenfield	96.75	50%	48.38	119.55	40		£0	40%	On-site	25%	15%	10%	50%	100%	Houses		5.0%	10.0%		10.0%	45.0%	30.0%	100.0%		30.0%	18.8%			18.8%	25.0%	7.5%	100.0%	100%	5%			
F	Edge of Cambridge C	500	Mid	Greenfield	17.86	70%	12.50	30.89	40		£0	40%	On-site	25%	15%	10%	50%	100%	Houses		5.0%	10.0%		10.0%	45.0%	30.0%	100.0%		30.0%	18.8%			18.8%	25.0%	7.5%	100.0%	100%	5%			
G	Edge of Cambridge D	3870	Mid	Brownfield	193.50	50%	96.75	239.07	40		£0	40%	On-site	25%	15%	10%	50%	100%	Houses		5.0%	10.0%		10.0%	45.0%	30.0%	100.0%		30.0%	18.8%			18.8%	25.0%	7.5%	100.0%	100%	5%			
H	Edge of Cambridge E	1935	Mid	Brownfield	96.75	50%	48.38	119.55	40		£0	40%	On-site	25%	15%	10%	50%	100%	Houses		5.0%	10.0%		10.0%	45.0%	30.0%	100.0%		30.0%	18.8%			18.8%	25.0%	7.5%	100.0%	100%	5%			
I	New Settlement A	5120	Lower	Greenfield	256.00	50%	128.00	316.29	40		£0	40%	On-site	25%	15%	10%	50%	100%	Houses		5.0%			20.0%	45.0%	30.0%	100.0%		30.0%	18.8%			18.8%	25.0%	7.5%	100.0%	100%	5%			
J	New Settlement B	2560	Lower	Greenfield	128.00	50%	64.00	158.14	40		£0	40%	On-site	25%	15%	10%	50%	100%	Houses		5.0%	10.0%		10.0%	45.0%	30.0%	100.0%		30.0%	18.8%			18.8%	25.0%	7.5%	100.0%	100%	5%			
K	Dispersal villages A	50	Lower	Greenfield	1.85	90%	1.67	4.13	30		£0	40%	On-site	25%	15%	10%	50%	100%	Houses		5.0%			20.0%	45.0%	30.0%	100.0%		30.0%	18.8%			18.8%	25.0%	7.5%	100.0%	100%	5%			
L	Dispersal villages B	50	Lower	Brownfield	1.85	90%	1.67	4.13	30		£0	40%	On-site	25%	15%	10%	50%	100%	Houses		5.0%			20.0%	45.0%	30.0%	100.0%		30.0%	18.8%			18.8%	25.0%	7.5%	100.0%	100%	5%			
M	Dispersal villages C	250	Lower	Greenfield	9.52	75%	7.14	17.64	35		£0	40%	On-site	25%	15%	10%	50%	100%	Houses		5.0%			20.0%	45.0%	30.0%	100.0%		30.0%	18.8%			18.8%	25.0%	7.5%	100.0%	100%	5%			
N	Dispersal villages D	250	Lower	Brownfield	9.52	75%	7.14	17.64	35		£0	40%	On-site	25%	15%	10%	50%	100%	Houses		5.0%			20.0%	45.0%	30.0%	100.0%		30.0%	18.8%			18.8%	25.0%	7.5%	100.0%	100%	5%			
O	Build to Rent	1000	Higher	Brownfield	3.70	90%	3.33	8.23	300		£0	40%	On-site	0%	0%	0%	100%	100%	Flats	5.0%	30.0%	50.0%	15.0%				100.0%	7.5%	30.0%	37.5%	25.0%				100.0%	100%	5%				
Strategic Sites																																									
P	North East Cambridge AAP	700	Mid	Brownfield	13.33	70%	9.33	23.06	75		£0	40%	On-site	25%	15%	10%	50%	100%	Flats and Houses		5.0%	10.0%		10.0%	45.0%	30.0%	100.0%		30.0%	18.8%			18.8%	25.0%	7.5%	100.0%	100%	5%			
Q	Cambridge East Airport	1000	Mid	Greenfield/Brownfield	17.00	60%	10.20	25.20	98		£0	40%	On-site	25%	15%	10%	50%	100%	Flats and Houses		5.0%	10.0%		10.0%	45.0%	30.0%	100.0%		30.0%	18.8%			18.8%	25.0%	7.5%	100.0%	100%	5%			
R	Cambourne	1000	Lower	Greenfield	37.00	60%	22.20	54.86	45		£0	40%	On-site	25%	15%	10%	50%	100%	Flats and Houses		5.0%	10.0%		10.0%	45.0%	30.0%	100.0%		30.0%	18.8%			18.8%	25.0%	7.5%	100.0%	100%	5%			

Appraisal Ref.	Appraisal Description	Housing Capacity	Market Area / Value Zone	Greenfield / Brownfield	Gross Site Area (ha) [1]	Net to Gross ratio (%)	Net Developable Site Area (ha)	Net Developable Site Area (acres)	Development Density [1]	Sub-total Policy Costs		AH Target [6]	AH Basis [6]	AH Tenure Mix [6]:		Shared Ownership (% of AH)			Unit Types	Market Housing Mix [8]:								Affordable Tenures Housing Mix: [8]						Cat. M4(2)	Cat. M4(3)			
		(# units)							(dph net)	(£ per unit)	(£/psm)	(%)	(on-site, CSum, or NA)	First Homes (% of AH)	Shared Ownership (% of AH)	Social Rented (% of AH)	Affordable Rent (% of AH)	Total check		Studio	1B F	2B F	3B F	2B H	3B H	4B H	Total	Studio	1B F	2B F	3B F	1B H	2B H	3B H	4B H	Total	[9]	
																											-									-		
Notes																																						
	Site density assumptions based on Policy EN35 on Monitoring data: 8 units 0% AH - off-site M4(2) Policy EN35 - Cost taken from Biodiversity Net Gain credit and Policy 22 for electric charging vehicles - cost																																					
[1]																																						
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# First Proposals Consultation Stage

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Appendix 3

Residential Property Market Report

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Greater Cambridge Shared Planning



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August 2021

## Quality Assurance

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Date of Report

20 August 2021

Version

V4

Filename and path

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Market Report\_v4.docx

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25 August 2021

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Date

## Limitation

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## Non-technical Summary

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## Report

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# 1 Introduction

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- 1.1 This residential market report has been used to inform our assessment for the Greater Cambridge Local Plan development viability testing; and the viability assessment of the North East Cambridgeshire AAP (NECAAP). This report draws on data from recognised published data such as CoStar, EGi, Land Registry, Rightmove.co.uk, Zoopla, Energy Performance Certificates (EPCs), published reports and agent consultations.
- 1.2 Our market assessment considers the following markets:
- General needs residential
  - Build to rent (BTR)
  - Older person's accommodation
  - Student accommodation

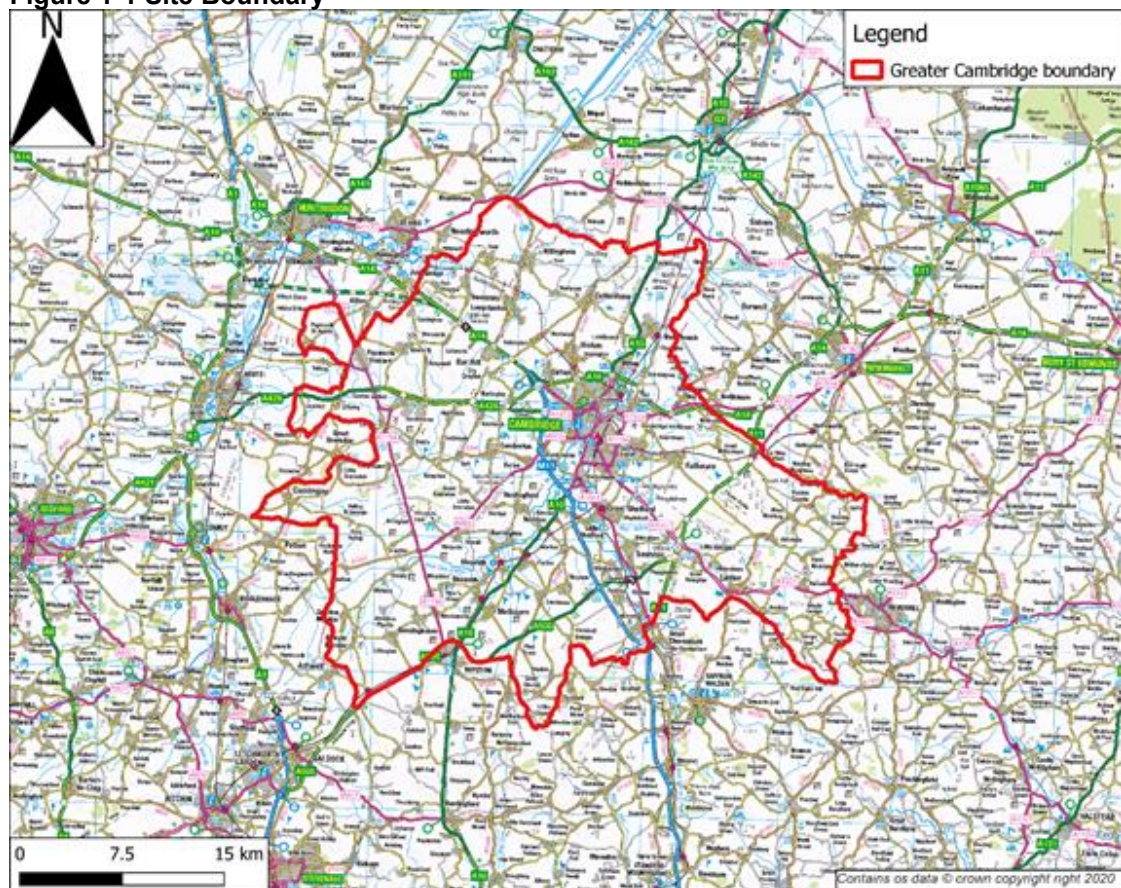
## Study area

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- 1.3 This market report considers the Greater Cambridge area. As set out in Figure 1-1 the Greater Cambridge area comprises the urban area of Cambridge City and the more rural area of South Cambridgeshire.



**Figure 1-1 Site Boundary**



Source: AspinallVerdi, 2020

## Novel Coronavirus (Covid-19)

- 1.4 The outbreak of the Novel Coronavirus (COVID-19), declared by the World Health Organisation as a “Global Pandemic” on 11 March 2020, has impacted global financial markets. In the second quarter of 2020, the United Kingdom entered the deepest recession in modern history which has consequently impacted property market activity.
- 1.5 Many agents and commentators anticipated house prices would fall as a result of the nationally-imposed lockdown and consequent freeze in property market activity. However, as restrictions were eased during the summer of 2020, many agents reported surges in interest and uplifting activity. This has been attributed to the combination of pent-up demand and the introduction of the stamp duty holiday.<sup>1</sup>
- 1.6 Market commentators have also noticed that buyers have reappraised the benefits of urban living, with increasing numbers of buyers seeking larger spaces to work from home and an increased priority for private external space. As this trend has grown, some agents in well-connected,

<sup>1</sup> The Guardian, 2020. Hope for some, heartbreak for others as house prices go through the roof.

greener locations are noticing that demand is increasing house prices. As a result, there are likely to be both winners and losers in the property market over the coming months and years.<sup>2</sup>

- 1.7 Due to these uncertainties, we recommend that when policy makers are making decisions based on viability evidence in the current climate, they must ensure there is an adequate “viability buffer”. In essence, a degree of caution should be taken when imposing planning policies and more surplus should be left as the profitability and viability of development may reduce.

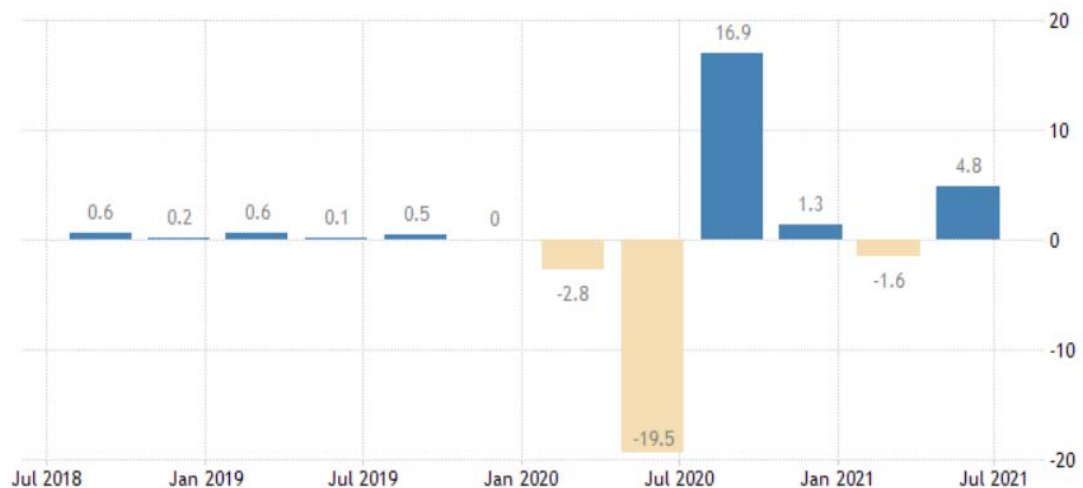
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<sup>2</sup> The Guardian, 2020. Escape to the country: how Covid is driving an exodus from Britain's cities

## Impact on the local economy

- 1.8 The pandemic has a significant impact on the UK economy, shows that since lockdown the UK economy (gross domestic product (GDP)) has had multiple periods of GDP falls, coinciding with the strictest lockdown periods. The UK was in recession at the end of the 2<sup>nd</sup> quarter of 2020, before rebounding as sectors re-opened, before a smaller fall in January 2021, which again has rebounded with the success of the vaccine programme and relaxation/removal of restrictions.

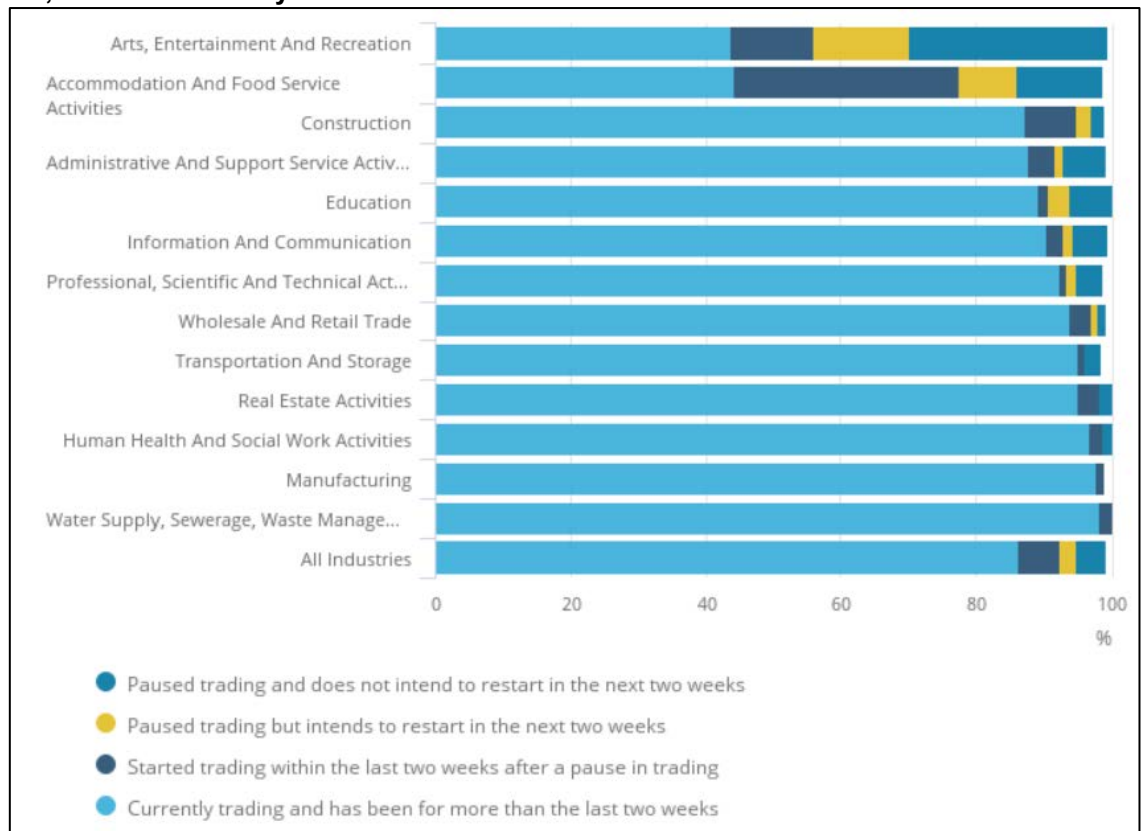
**Figure 1-2 UK GDP growth last 3 years**



Source: Office for National Statistics

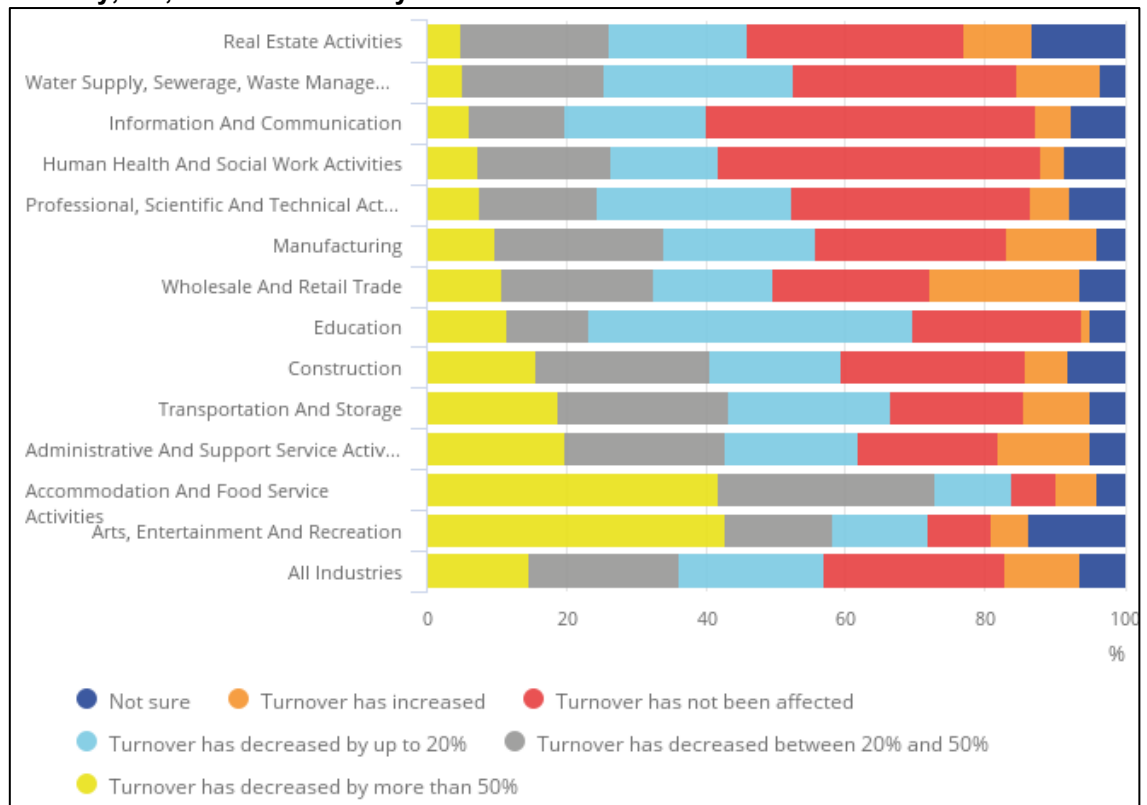
- 1.9 As shown in Figure 1-3, all sectors have been affected by the pandemic through pausing in trading. The arts and the service sectors, then followed by construction, have been particularly hard hit and continually being affected despite easing of restrictions. Due to the pandemic, a large percentage of businesses in all sectors are seeing a reduction in turnover (see Figure 1-4).

**Figure 1-3 Percentage of businesses, current trading status, broken down by industry, UK, 29 June to 12 July 2020**



Source: Office for National Statistics – Business Impact of Coronavirus (Covid-19) Survey

**Figure 1-4 Effect on turnover, businesses who are continuing to trade, broken down by industry, UK, 29 June to 12 July 2020**



Source: Office for National Statistics – Business Impact of Coronavirus (Covid-19) Survey

## Impact on the property market

- 1.10 Due to the national lockdown, sales were held in abeyance and with the time-lag of recording data the full impacts of the virus on the property market have only recently begun to be shown. The UK government took action to protect the housing market, the most significant of which was the stamp duty holiday which has only recently begun to be tapered down (as of June 2021). Pent up demand, relocations and the stamp duty holiday all fuelled a significant rise in house prices nationally, which was approximately 13% on the year to June 2021<sup>3</sup>.

## Conclusion

- 1.11 Agents speculate whether this house price growth is sustainable and overall though there is increased uncertainty in the markets. It is our recommendation that that this market report is periodically updated as more data becomes available.

<sup>3</sup> HM Land Registry, 2021, UK House Price Index for June 2021

## 2 Residential Market Assessment

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- 2.1 For context, we firstly provide an overview of market conditions at a national, regional and local scale. We then analyse second-hand sales evidence and new-build development data in terms of achieved and asking prices to ensure the value assumptions and inputs adopted within the financial appraisals are robust.

### Residential market overview

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- 2.2 Since the global financial crisis, the residential market in England & Wales has generally been in a period of growth. The growth was initially seen in London, which responded to the quickest to the financial crisis. This growth then rippled out to the southeast and regions. But this growth in values has not been spread equally across England & Wales. Those regions that have performed well are located within an hour's commute to London, commonly known as the 'golden hour' for commuters. As London has faced affordability issues, those locations within an hour commute have become more attractive as they often better value money for those wishing to buy, or upsize.

### Greater Cambridge market overview

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- 2.3 Drivers for the residential market in Cambridge include:
- the historic nature of the city not only makes the city attractive to live in but constrains development,
  - the global leading university attracts high-quality students and academics, and
  - the high concentration of global leading pharmaceuticals and tech companies create high-value jobs.
  - Greater Cambridge falls within the one-hour commute time to London which helps drive residential demand

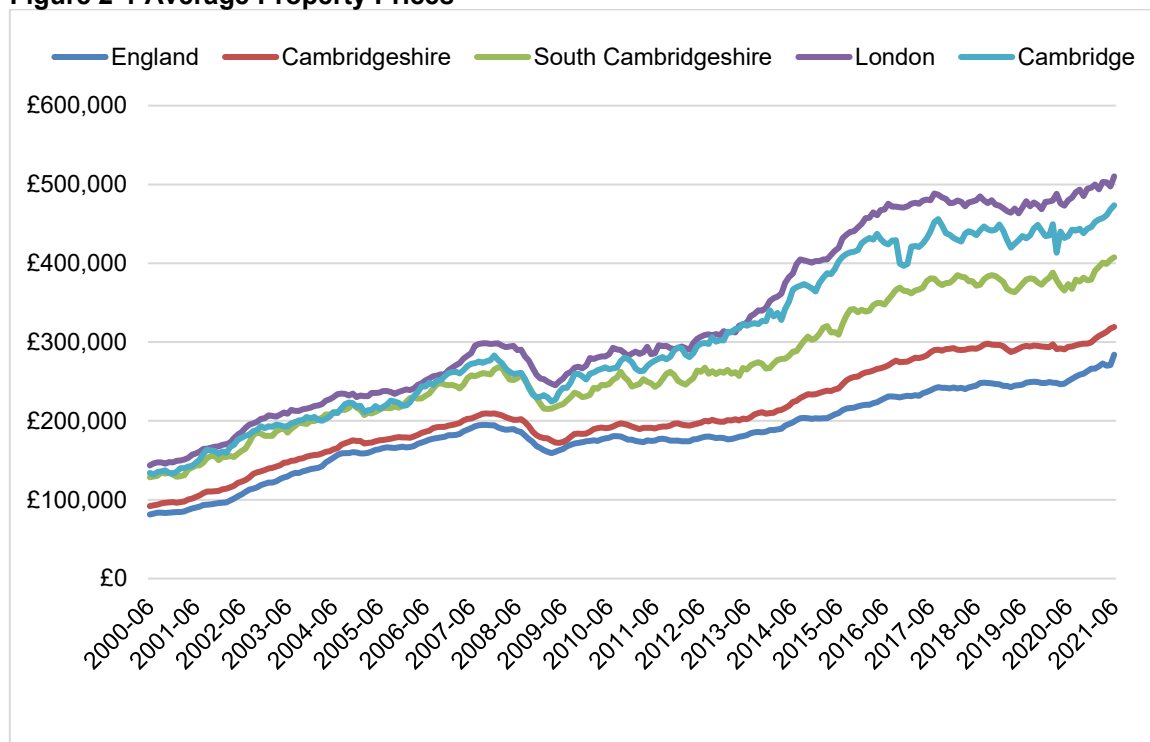
### Average property prices

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- 2.4 The strong nature of the Greater Cambridge market is illustrated in the very high average values achieved. Figure 2-1 shows the average property prices (new and re-sales) recorded on the Land Registry. The analysis shows that average prices in the two local authority areas (South Cambridgeshire and Cambridge City) have constantly out-performed that of the wider county and England. With average prices for Cambridge much closer to that of London than the England average.
- 2.5 Land Registry report that current average prices in South Cambridgeshire are £407,000 and Cambridge £473,000. These values compare to £284,000 for England and £510,000 for London.



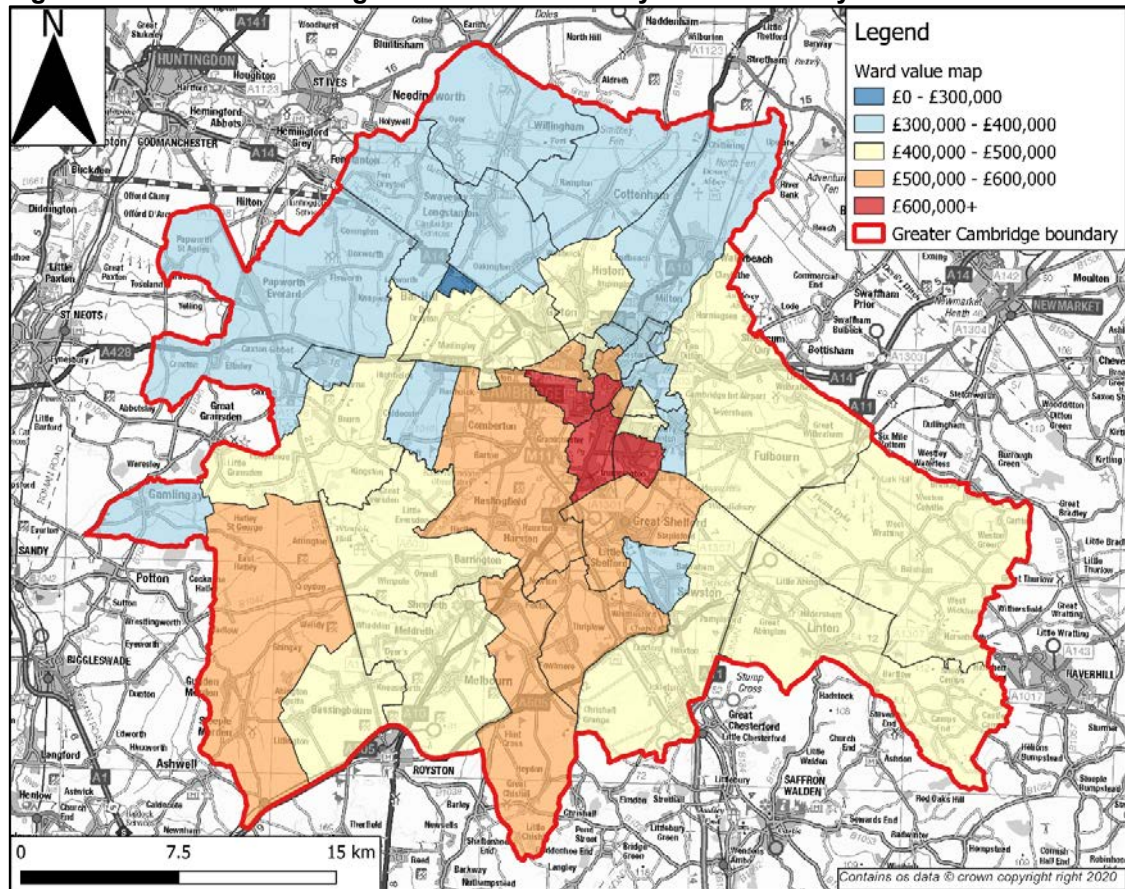
**Figure 2-1 Average Property Prices**



Source: Land Registry, accessed August 2021

- 2.6 Analysis has been undertaken of Land Registry data of sold prices for re-sales on a price per unit basis over the last two years across Greater Cambridge (Cambridge City & South Cambridgeshire).
- 2.7 The map in Figure 2-2 shows property prices grouped in value bands analysed against ward boundaries. The analysis shows higher values on a price per unit concentrated mainly in Cambridge City, with a corridor of medium value extending southward from Cambridge city to parts of Melbourn. There is also a clear band of lower value extending east and north from Milton. This is despite there being several new build developments in the lower value areas such as the Northstowe development by Taylor Wimpey/David Wilson and Trinity fields in Cambourne. Even though there is likely to be a 'new build premium' for these developments average prices are still significantly lower than central Cambridge.

**Figure 2-2 Greater Cambridge residential values by ward boundary: 05/2018 – 05/2020**

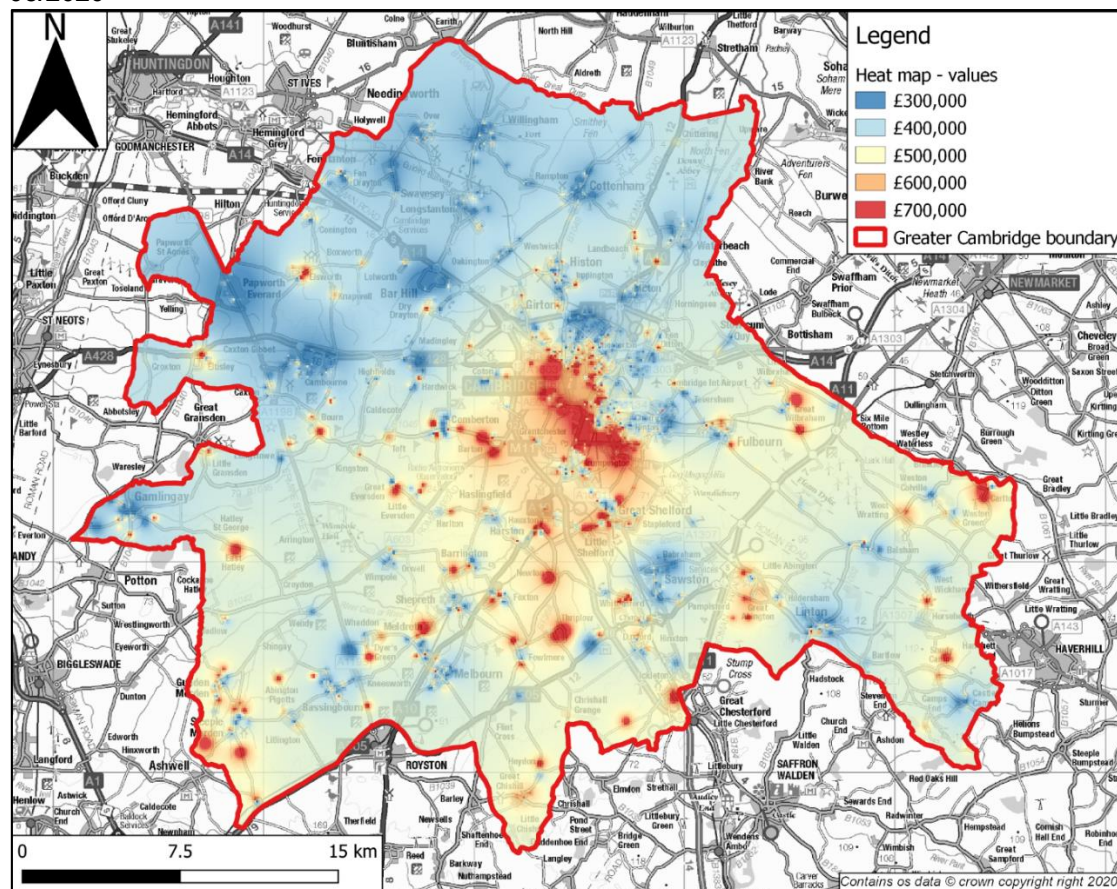


Source: Land Registry Sale Value data, Basemap ArcGIS online, August 2020

- 2.8 The map in Figure 2-3 is the same Land Registry data expressed as a “heatmap.” The data is not “fixed” against ward boundary boundaries thus allowing for finer grain analysis of the areas of higher, mid and lower values. The red/orange colours represent higher average prices and the blue colours represent the lower values. The analysis shows an emphasis on the lower-value area to the north for Greater Cambridge, but also reveal ‘pockets’ of lower value in Cambridge city and the medium value areas to the south. There are further ‘pockets’ of lower-value areas dispersed across Greater Cambridge but the most significant concentration of lower value property prices is to the north and east of Cambridge. There are ‘pockets’ of higher value dispersed among the lower value areas to the north and east, these higher value areas are achieved in smaller villages in rural areas. The heatmap also further illustrates that, despite the volume of new developments in areas such as Cambourne and Northstowe, the prices being achieved are comparatively lower value. This is due to the very higher property prices being achieved in Cambridge and the fact that Cambourne and Northstowe are newer, less established settlements, with fewer amenities.



**Figure 2-3 - Greater Cambridge residential values expressed as a heatmap: 05/2018 – 05/2020**

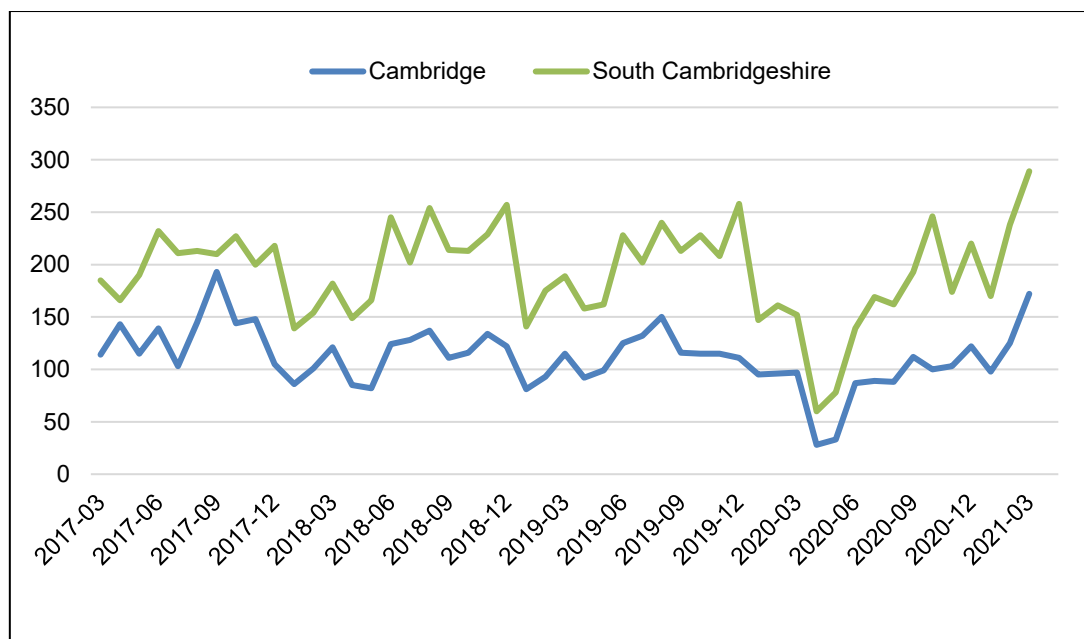


Source: Land Registry Sale Value data, Basemap ArcGIS online, August 2020

### Impact of Covid-19 on values

- 2.9 As demonstrated in Figure 2-4, during the first national lockdown in March 2020 caused by the global pandemic, the number of sales fell sharply due to uncertainty in the market and restrictions on movement. As the first lockdown eased in the summer of 2020, sale volumes recovered through a combination of delayed transactions completing and government support. The government announced on 08 July 2020 that from that date until 30 September 2021 there will be a SDLT holiday for properties up to the value of £500,000.

**Figure 2-4 Greater Cambridge sales volumes 2017 – Present**

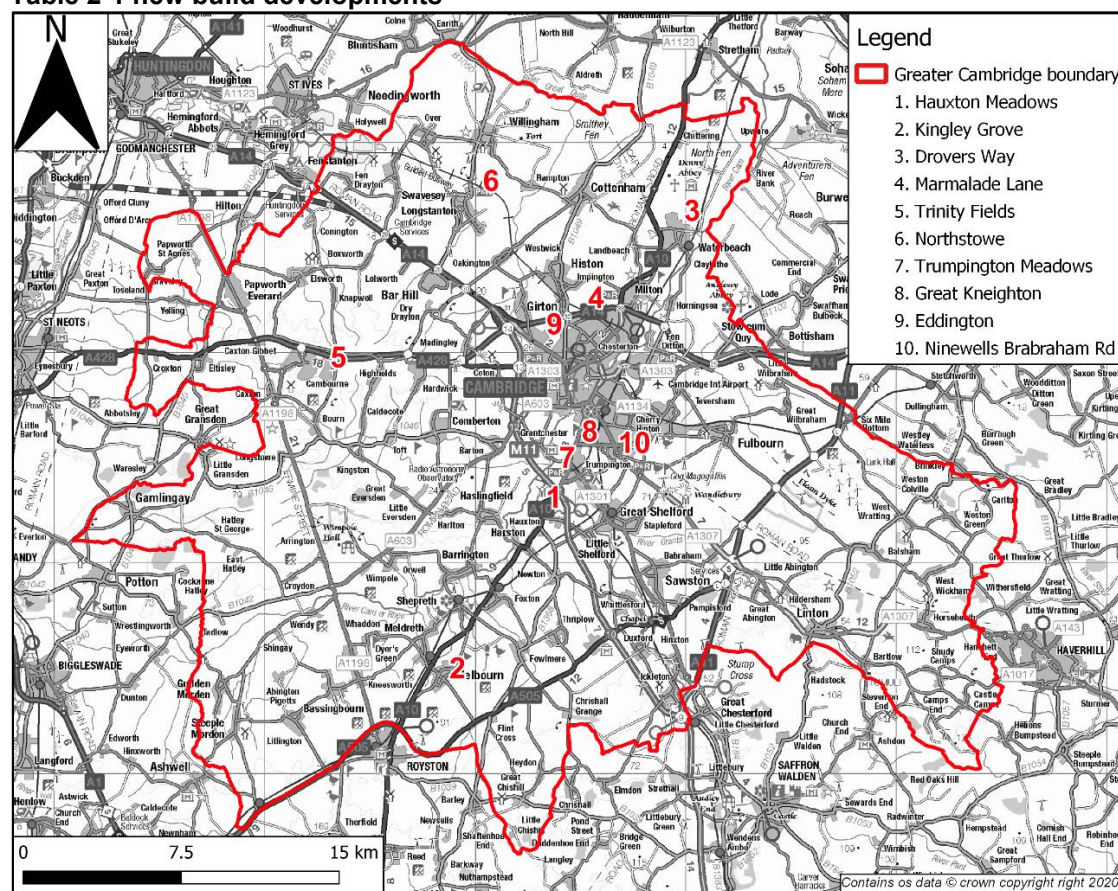


Source: Land Registry, accessed August 2020

## New build sale prices

- 2.11 We now undertake a detailed analysis of new build sale values recorded on Land Registry. This data has been analysed on a £ psm basis through cross-referencing with EPC data. The EPC certificate data provides evidence of the unit sizes but does not record the number of bedrooms per property. Evidence of the number of beds has been taken from the Councils' planning portal, Rightmove, Zoopla and Prime Location; although, it has not been possible to reconcile all property types. Where the number of beds for the property is known, this has been recorded. Where the number of beds is not known this has been left 'blank' in our analysis. The tables of the new build sold prices summarise sale values for each typology and number of beds. We also display tables including all properties sold for the unit typology – this includes those where the number of beds is not known i.e. total sales per typology. The data covers approximately 2.5 years of sales (March 2018 – August 2021), the full analysis is contained in Appendix 1. Table 2-1 shows the spatial distribution of these new build developments.

**Table 2-1 new build developments**



Source: AspinallVerdi and Land Registry

## South Cambridgeshire

2.12 Table 2-2 shows new build sold prices for Hauxton Meadows (south of Trumpington and M11), which is a Redrow development that has delivered a mix of 200 terraced, semi-detached and detached homes. Of the transactions identified, the majority were detached units (75%) which recorded large variation in values of £3,254 - £5,703 psm. Semi-detached properties have a lesser variance of between £4,245 - £4,303 psm.

**Table 2-2 - Analysis of new build sold prices - Hauxton Meadows**

Typology	Number of sales	Average size Sqm	Sold value min	Sold value max	£psm Min	£ psm Max
Terraced	9	109	£359,950	£479,950	£3,779	£5,538
Detached	45	136	£359,950	£827,950	£3,254	£5,703
Semi-Detached	6	122	£517,950	£524,950	£4,245	£4,303

Source: Land Registry, South Cambridgeshire District Council planning portal, accessed August 2021



- 2.13 Table 2-3 shows new build sold prices for the Kingley Grove development at Melbourn. It is a Hopkins Homes development that delivered 2, 3, 4 and 5-bedroom properties. The number of sales for both semi-detached and detached properties are similar, with £psm for the former being between £3,937 and £4,583, and for the latter between £3,066 and £4,344 psm.

**Table 2-3 - Analysis of new build sold prices - Kingley Grove**

Typology	Number of sales	Average size Sqm	Sold value min	Sold value max	£psm Min	£ psm Max
Terraced	4	85	£279,995	£455,000	£4,063	£4,667
Detached	11	180	£500,000	£859,995	£3,066	£4,344
Semi-Detached	10	81	£274,995	£419,995	£3,937	£4,583

Source: Land Registry, South Cambridgeshire District Council planning portal, accessed August 2021

- 2.14 Table 2-4 shows new build sold prices for the Drovers Way development in Waterbeach. It is a development by Bovis Homes, delivering 57 terraced, semi-detached and detached properties. The majority of sales have been detached units which range from £2,883 to £4,565 psm, whereas the semi-detached units achieved values range from £3,479 to £6,000 psm.

**Table 2-4 - Analysis of new build sold prices - Drovers Way**

Typology	Number of sales	Average size Sqm	Sold value min	Sold value max	£psm Min	£ psm Max
Terraced	11	92	£271,995	£612,500	£3,294	£4,667
Detached	38	126	£385,995	£699,995	£2,883	£4,565
Semi-Detached	24	79	£278,995	£431,000	£3,479	£6,000

Source: Land Registry, South Cambridgeshire District Council planning portal, accessed August 2021

- 2.15 Table 2-5 shows new build sold prices for Marmalade Lane, northeast of Cambridge. It is a cohousing development by K1 cohousing that delivered 42 1, 2, 3 and 4 bedroom properties. Marmalade Lane is seen as Cambridge's first cohousing community. The development is described as being designed to help residents get to know the neighbours easier and enjoy a sense of community. The majority of transactions have been flatted properties (70%) which range in value for £2,199 to £5,462 psm whereas £psm for terraced properties range from £2,970 to £3,863 psm.

**Table 2-5 - Analysis of new build sold prices – Marmalade Lane**

Typology	Number of sales	Average size Sqm	Sold value min	Sold value max	£psm Min	£ psm Max
Terraced	7	119	£382,100	£515,000	£2,970	£3,863
Flat	17	78	£257,849	£359,700	£2,199	£5,462

Source: Land Registry, South Cambridgeshire District Council planning portal, accessed August 2021

- 2.16 Table 2-6 shows new build sold prices for the Trinity Fields development in the settlement of Cambourne. The development consists of 2, 3, 4 & 5-bedroom houses and was built by Taylor Wimpey. £psm paid for terraced properties range from £2,724 to £4,068 whereas prices achieved for semi-detached properties were higher at £3,014 to £4,519 psm. Detached properties achieved the highest £psm variance of between £2,554 - £4,314 psm.

**Table 2-6 - Analysis of new build sold prices - Trinity Fields**

Typology	Number of sales	Average size Sqm	Sold value min	Sold value max	£psm Min	£ psm Max
Terraced	4	68	£201,600	£268,500	£2,724	£4,068
Detached	64	144	£290,000	£605,000	£2,554	£4,314
Semi-Detached	27	90	£274,995	£364,995	£3,014	£4,519
Flat	5	52	£200,000	£205,000	£3,846	£3,942

Source: Land Registry, South Cambridgeshire District Council planning portal, accessed August 2021

- 2.17 Table 2-7 shows new build sold prices for the Northstowe development. This development delivered a mix of 1, 2, 3, 4, & 5 bedroom properties and was built by Barratt Homes, David Wilson Homes and Taylor Wimpey. Prices achieved are generally lower than those from developments located in Cambridge City. Terraced properties achieved values from £2,963 to £4,508. £psm for semi-detached properties range from £2,744 to £4,524. The majority of sales were detached units which achieved values from £2,730 to £4,488 psm.

**Table 2-7 - Analysis of new build sold prices – Northstowe**

Typology	Number of sales	Average size Sqm	Sold value min	Sold value max	£psm Min	£ psm Max
Terraced	40	85	£250,000	£444,995	£2,963	£4,508
Detached	172	133	£262,995	£618,995	£2,730	£4,488
Semi-Detached	49	86	£274,995	£379,995	£2,744	£4,524
Flat	30	65	£199,995	£264,995	£3,125	£4,674

Source: Land Registry, South Cambridgeshire District Council planning portal, accessed August 2021

## Cambridge City

- 2.18 Approximately 33% of recent new build sales in Greater Cambridge has occurred in Cambridge City. The majority of new build sales in the city have been in large new neighbourhoods such as Trumpington Meadows.
- 2.19 Table 2-8 shows new build sold prices for the Trumpington Meadows development, 3 miles from Cambridge city centre. The development consisted of 1, 2, 3, 4 and 5-bedroom flats and houses and was built by Barratt Homes. The prices recorded at Trumpington Meadows range from £3,080 - £6,948 psm with the majority being for flatted housing.

**Table 2-8 - Analysis of new build sold prices (including number of beds) - Trumpington Meadows**

Typology	No. of beds	Number of sales	Average size Sqm	Sold value min	Sold value max	£psm Min	£ psm Max
Flat	1	8	52	£299,995	£339,995	£5,263	£6,812
Flat	2	44	76	£350,000	£535,000	£4,756	£6,948
Flat	3	4	101	£449,995	£629,995	£4,091	£6,429
Flat	4	3	138	£425,000	£479,995	£3,080	£3,478
Detached	3	2	110	£599,995	£599,995	£5,455	£5,455
Detached	4	2	138	£599,995	£669,995	£4,348	£4,855
Detached	5	2	157	£719,995	£799,995	£4,645	£5,063
Semi Detached	4	10	135	£630,000	£779,995	£4,565	£5,923
Semi Detached	5	2	158	£740,000	£779,995	£4,684	£4,937
Terraced	3	1	107	£599,995	£599,995	£5,607	£5,607
Terraced	4	6	138	£599,995	£624,995	£4,348	£4,529

Source: Land Registry, Cambridge City Council planning portal, accessed August 2021

- 2.20 Table 2-9 shows new build sold prices for Great Kneighton, Cambridge. It is a new neighbourhood development by Countryside and Bovis Homes with a mix of 1, 2, 3,4 - and 5-bedroom properties. The data shows that the majority of units recently sold are flats and terraced. In contrast, semi-detached properties represent the smallest number of sales. £psm paid for flatted properties has the widest range while semi-detached has the narrowest range. Also, it is noticeable that semi-detached properties have the highest average unit size which is not typically seen in South Cambridgeshire but is common across Cambridge City. The scheme also has some of the highest achieved pieces in greater Cambridge with max sold prices for terraced and detached properties at £1,500,000 and £1,328,250 respectively.

**Table 2-9 - Analysis of new build sold prices - Great Kneighton**

Typology	Number of sales	Average size Sqm	Sold value min	Sold value max	£psm Min	£ psm Max
Terraced	61	168	£550,000	£1,500,000	£3,737	£5,280
Detached	25	205	£589,995	£1,328,250	£3,779	£5,263
Semi Detached	15	229	£675,000	£1,250,000	£3,597	£4,966
Flat	46	79	£213,000	£850,000	£3,550	£7,051

Source: Land Registry, Cambridge City Council planning portal, accessed August 2021

- 2.21 Table 2-10 shows the new build sold prices for Eddington, Cambridge. It is a new neighbourhood located in the northeast of the city centre. It is a development by The University of Cambridge which will deliver 3,000 Studio, 1, 2, 3, 4 and 5-bedroom properties. The data in Table 2-10 shows that the units sold at the scheme are comparable in size to the units at the other developments in the city. The scheme also has some of the highest max £psm prices in Cambridge City.

**Table 2-10 - Analysis of new build sold prices - Eddington, Cambridge**

Typology	Number of sales	Average size Sqm	Sold value min	Sold value max	£psm Min	£ psm Max
Terraced	7	165	£589,995	£1,099,950	£4,307	£6,522
Detached	12	124	£574,995	£1,020,000	£4,380	£6,348
Semi Detached	3	137	£599,995	£689,995	£4,380	£5,036
Flat	47	70	£295,000	£855,000	£4,654	£8,021

Source: Land Registry, Cambridge City Council planning portal, accessed August 2021

- 2.22 Table 2-11 shows new build sold prices for Ninewells. It is Hill Group development which delivered a mix of 1, 2, 4 and 5-bed properties. £psm paid for terraced, detached and semi-detached units are between £5,000 psm and £6,284. Flatted properties achieved the largest range of £psm between £4,878 - £8,182. Average sizes for all typologies are generally within the range of the previous schemes identified.

**Table 2-11 - Analysis of new build sold prices – Ninewells Brabraham Road**

Typology	Number of sales	Average size Sqm	Sold value min	Sold value max	£psm Min	£ psm Max
Terraced	20	182	£675,000	£1,250,000	£4,234	£6,284
Detached	12	176	£690,000	£1,250,000	£4,481	£6,092
Semi Detached	3	209	£905,000	£1,235,000	£4,750	£5,000
Flat	11	69	£349,950	£526,350	£4,878	£8,182

Source: Land Registry, Cambridge City Council planning portal, accessed August 2021

## New build quoting prices

- 2.23 Comparable analysis of new build available properties has been undertaken to gain an understanding of the location of new build schemes and their quoting prices – this is set out in Table 2-12. There is a large volume of new build housing schemes currently on the market.
- 2.24 The analysis of quoting prices shows that new build units range from 1 bed flats to 5 bed detached houses. Most of the 1-bed flats are being advertised in Cambridge city with prices ranging between £195,000 - £380,000. 2-bed flats and houses are more prevalent across the entire area with prices ranging between £235,000 - £689,950 with the lower priced flat being located on a small 8-unit scheme in Meldreth. There are other types of 2 bed properties including terraced, semidetached and detached across Greater Cambridge. Prices for these range between £274,000 and £420,000. 3-bedroom properties also differ in type with flats, semidetached, terraced and bungalows all being marketed. Prices for these range between £325,000 and £799,950. The 4-bed properties range in price between £400,000 and £1,150,000, and 5-bed properties range between £465,000 and £975,000. The large range of data is an account of a large amount of development in Greater Cambridge. With activity from volume housebuilders as well as smaller local and regional developers.

**Table 2-12 - New build quoting prices**

Address	Developer	Typology	Quoting prices
<b>Cambridge City</b>			
Great Kneighton, Cambridge	Countryside, Bovis Homes, Crest Nicholson	-	1 bed flat: £325,000 2 bed flat: £375,000 - £419,950 3 bedroom flat: £499,950 – 649,950 5 bedroom detached: £875,000 - £950,000
Trumpington Meadows, Cambridge	Barratt Homes	-	1 bed flat: £329,995 2 bed flat: £382,995 - £554,995 3 bedroom detached: £565,995 4 bed semi: £796,995 5 bed semi: £789,995 - £796,995
Ironworks, CB1	Hill Residential	Development of 118 dwellings – mix of; studio, 1, 2, 3 and 4-bedroom properties	1 bed flat: £299,950 - £344,950 2 bed flat: £439,950 - £444,950 3 bed semi: £519,995 4 bed detached: £580,995 - £595,995



Address	Developer	Typology	Quoting prices
Timber Works, CB1	Hill Residential	Development of 1, 2, 3 and 4-bedroom properties	2 bed flat: £432,950 - £444,950 3 bed semi: £659,950 4 bed terraced: £759,950
Darwin Green, Huntingdon Road, Cambridge	Barratt Homes	Development of 1, 2, 3 and 4 bedroom properties	1 bed flat: £319,995 2 bed flat: £381,995 - £394,995 2 bed terraced: £619,950 4 bed semi: £749,950
Athena, Eddington Avenue, Cambridge	Hill residential	Development of 249 dwellings – mix of studio, 1, 2, 3, 4 and 5-bedroom properties	Studio: £319,950 1 bed flat: £339,950 - £359,950 2 bed flat: £444,950 - £689,950 3 bedroom terraced: £699,950 - £799,950 4 bed terraced: £899,950 - £1,149,950 5 bed semi: £759,995 5 bed detached: £1,799,950
Station Square, Cambridge	Weston homes	Development of 89 dwellings – mix of 1 and 2 bedroom properties	1 bed flat: £385,000 2 bed flat: £665,000 - £695,000
Marleigh, Newmarket Road, Cambridge	Marshall & Hill residential	Development of 1,300 dwellings – mix of; 1, 2, 3, 4 and 5 beds	1 bed flat: £284,950 - £294,950 2 bed flat: £369,950 - £399,950 2 bed coach: £424,950 - £434,950 3 bed semi: £524,950 3 bed detached: £647,500 4 bed semi: £719,950 5 bed semi: £719,950 5 bed detached: £724,950
<b>South Cambridgeshire</b>			
Bloor Homes At Swavesey, Off Fen Drayton Road, Swavesey	Bloor Homes		2 bed semi: £297,000 - £377,950 3 bed bungalow: £415,000 4 bed detached: £430,000 - £455,000

Address	Developer	Typology	Quoting prices
Meridian Fields, Hardwick, Cambridge	Hill Residential		2 bed semi: £369,950 - 3 bed semi: £434,950 - £499,950 4 bed detached: £529,950
The Birdlings, West Street, Comberton	Beechwood Estates & Development	Development of 90 dwellings	4 bed detached: £660,000 5 bed detached: £975,000
Croft End, Hurdleditch Road, Cambridgeshire	Croudace Homes		2 bed detached: £375,000 - £420,000 3 bed semi: £425,000 - £450,000 3 bed detached: £500,000 4 bed detached: £575,000 - £750,000
Sycamore View, Westacre, Meldreth,	Bushmead Homes		2 bed detached: £367,500 2 bed semi: £351,750 3 bed detached: £446,250 4 bed detached: £575,000 - £682,500
Victoria Place, Meldreth		Comprising 8 dwellings mix of 1 and 2 bed apartments	1 bed flat: £200,000 2 bed flat: £235,000
Victoria Heights, Victoria Way, Melbourn	Granary Developments		3 bed detached: £600,000 4 bed detached: £750,000 - £1,150,000
Kingley Grove, Melbourn	Hopkins Homes		2 bed detached: £300,000 3 bed semi: £420,000 - £490,000 4 bed detached: £540,000 - £680,000 5 bed detached: £835,000 - £870,000
The Grove, Rockmill End, Willingham, Cambridgeshire	Kier Living	Comprising 2 bedroom bungalows and 2, 3, 4 & 5 bedroom houses,	2 bed semi: £274,995 3 bed detached: £357,995 4 bed detached: £474,995 - £479,995

Address	Developer	Typology	Quoting prices
The Boulevards, Station Road, Longstanton, Northstowe	Linden Homes	Comprising 2, 3, 4, and 5 bedroom houses	2 bed terraced: £280,000 - £295,00  3 bed terraced: £325,000 - £350,000  3 bed semi: £340,000  4 bed semi: £365,000 - £440,000
Varsity Grange Pathfinder Way Northstowe	Taylor Wimpey	Comprising 3, 4 & 5 bedroom homes	4 bed detached: £455,000 - £480,000
Winstone at Northstowe, Crabtree Road,	David Wilson homes	Comprising 2, 3, 4 and 5 bedroom homes	2 bed flat: £252,495  3 bed terraced: £332,995 - £385,995  3 bed semi: £374,995 - £413,995  4 bed detached: £413,995 - £581,995  5 bed detached: £624,995
Bower Place, Oakington Road, Cottenham	Bellway Homes	50 dwellings - development of 3, 4 and 5- bedroom homes	2 bed terraced: £300,000  3 bed semi: £347,000 - £375,000  3 bed detached: £383,000 - £385,000  4 bed semi: £400,000 - £430,995  4 bed detached: £415,000 - £614,995  5 bed detached: £465,000 - £749,995
Burlington Place,, Station Road, Foxton	Hill Residential	Mix of 2, 3 and 4 bed homes	2 bed semi: £399,950  3 bed semi: £479,950  4 bed detached: £599,950
Station Road, Histon	-		1 bed flat: £269,995 - £279,995
The Orchards, Linton Road, Great Abington	Hill Residential	45 dwellings - mix of new 2, 3, 4 and 5 bed houses and bungalow	4 bed bungalow: £599,950  4 bed bungalow: £699,950

Address	Developer	Typology	Quoting prices
Farriers Yard, Balsham, Cambridge	Hill Residential	Farriers Yard mix of 3, 4 and 5 beds homes.	4 bed semi: £549,950 - £579,950 5 bed detached: £750,000

Source: Developer websites, Rightmove, accessed August 2021, AspinallVerdi

## Residential agent consultation

2.25 Telephone consultations have been undertaken with local estates agents active across the Greater Cambridge area, to supplement the desk-based research. The telephone consultations were undertaken in August 2020. We have chosen to target agents based in Cambridge, Cottenham and Cambourne due to their status as the main settlements in Greater Cambridge. Below are the summarised responses:

- The Stamp duty holiday announced by the government as part of its Covid-19 economic boosting measures has helped to keep the market stable.
- Cambridge city is the highest value area by a significant margin due to its employment offer and the presence of the University of Cambridge. House Prices have been increasing in recent years and the market is healthy despite the Covid-19 pandemic, however, it will take a few more months for the full effects of the pandemic to be realised
- The Orchard park/ Arbury areas are considered to be lower value areas.
- Especially in Cambridge, the Covid-19 pandemic has led to properties with gardens and other outdoor space become more desirable
- Chesterton and Waterbeach are increasingly more desirable with the market being healthy in these areas. Demand is coming from mostly young families.

2.26 Agents gave a broad indication of what values they could achieve for new build properties across the Greater Cambridge area – see Table 2-13. In some cases, these bandings are large as there is a significant variation in specification over the area. Some specific developments may exceed the higher banding but the bulk of new development is within the range.

**Table 2-13 - Proposed sale prices across Greater Cambridge**

Address	Typology	Agents quoting unit prices
Cambridge	1 bed flatted	£200,000-£350,000
	2 bed flatted	£375,000-£550,000
	3 bed flat	£430,000-£600,000
	3 bed semi-detached	£450,000-£650,000
	3 bed detached	£475,000-£700,000
	4 bed detached	£600,000+

	5 bed detached	£750,000+
Cambourne	2 bed semi-detached	£300,000-£400,000
	3 bed semi-detached	£400,000-£500,000
	4 bed detached	£520,000+
Cottenham	2 bed semi-detached	£250,000+
	3 bed semi-detached	£325,000+
	3 bed detached	£350,000+
	4 bed semi detached	£400,000+
	4 bed detached	£420,000+

Source: Residential agents Greater Cambridge, August 2020

## Residential market conclusions

- 2.27 The values to be adopted in our testing are set out in Table 2-14. We have decided to test three distinct value zones as shown in Figure 2-5. The NECAAP will fall in the mid-value zone analysis. These values will be subject to review once more details on the type of proposed developments are known.

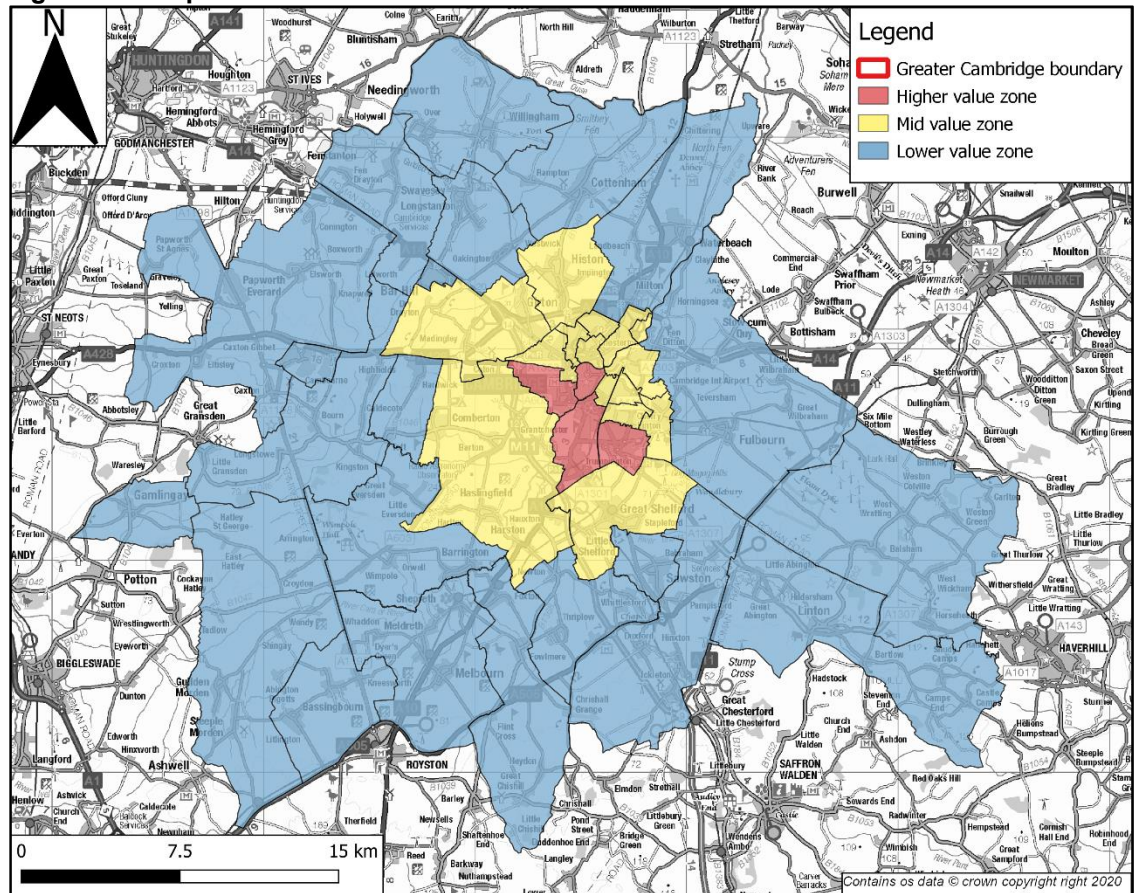
**Table 2-14 - Proposed housing development sales prices**

Typology	Unit Size sqm	Unit Price	£psm
<b>Higher value zone</b>			
Studio	40	£280,000	£7,000
1-bed flat	50	£330,000	£6,600
2-bed flat	75	£455,000	£6,067
3-bed flat	86	£500,000	£5,814
<b>Mid value zone</b>			
Studio	40	£265,000	£6,625
1-bed flat	50	£300,000	£6,000
2-bed flat	70	£365,000	£5,214
3-bed flat	86	£410,000	£4,767
4-bed flat	99	£450,000	£4,545
2-bed house	75	£400,000	£5,333
3-bed house	97	£500,000	£5,155
4-bed house	150	£670,000	£4,467
<b>Lower value zone</b>			
1-bed flat	50	£250,000	£5,000
2-bed flat	61	£300,000	£4,918

Typology	Unit Size sqm	Unit Price	£psm
2-bed house	75	£350,000	£4,667
3-bed house	97	£425,000	£4,381
4-bed house	150	£550,000	£3,667
5-bed house	200	£700,000	£3,500

Source: AspinallVerdi, 2021

**Figure 2-5 Proposed value zones**



Source: AspinallVerdi, 2021

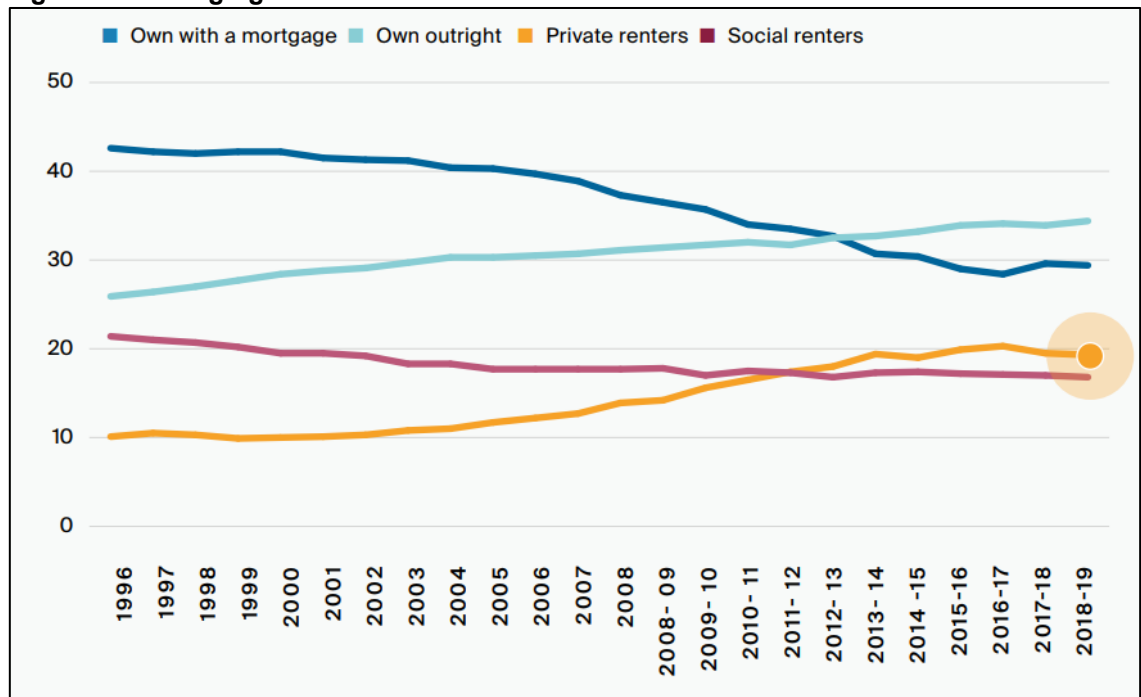


### 3 Build to Rent market assessment

#### Introduction

- 3.1 As households have been priced out of being able to purchase homes, residents have been forced into the private rental sector. In a bid to raise accommodation standards and reduce the number of rogue landlords the Government has been seeking to encourage investors/developers to deliver Build to Rent (BTR) housing. The Government in 2012 launched the BTR Fund to deliver schemes by offering finance/grants. Many benefits have been identified in relation to the BTR model, such as the provision of higher quality management other than an individual private landlord; tenants are offered longer tenancies on more favourable terms and higher-standard amenities are often provided, such as on-site gyms, communal lounges and cinema rooms.
- 3.2 Savills report that since 2013 the sector has expanded rapidly, with over 30,000 homes completed and a further 110,000 planned which are to be built, let and managed by professional investors as homes to rent. Investment in BTR totalled £2.6bn in 2018 – an 11% increase from 2017 and the highest level since 2014.<sup>4</sup> This trend is supported by the changing trends in the tenure of households. Figure 3-1 shows that the amount of private rents has increased in the last 10 years while the number of property owners with a mortgage has steadily decreased.

**Figure 3-1 Changing trends in tenure – UK households**



Source: Knight Frank and ONS, 2020

<sup>4</sup> Savills, 2019. Build to Rent

- 3.3 The institutional investment market has continued to be attracted to the BTR sector in the UK. Both domestic and international investors alike have deployed capital to expanding their footprint in the market. Lead by North America, global investors are seeking a stable cash flow in uncertain times. Where we have seen commercial occupiers struggling to pay rent, from March to August 2020 the average rent collection rate for institutional BTR schemes was 95.2%.<sup>5</sup> International investment in the sector is set to grow as development volumes increase throughout the country.<sup>6</sup> As the commercial market continues to weaken with retail leading the way, BTR is ever becoming an attractive investment even though yields are poorer than from traditional commercial property investments.
- 3.4 Not only have we seen an increase in the number of BTR schemes, the scale of new development, and subsequent investments, has continued to grow. At present, the size of the average of completed schemes is 212 units. When we consider homes that are under construction this increases to 264 units, this increases further to 316 units for schemes that have planning permission granted. Though 'mega' schemes, of over 500 units, are still in the minority this part of the sectors is contributing to growth.<sup>7</sup>

## Market rents overview

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- 3.5 The UK rental market has performed inconsistently over the past few years. There has been a broad slowdown in the UK annual growth rate in the period between 2016 – 2018<sup>8</sup>, however recent reports are generally showing growth in rental prices across the country. The Office of National Statistics<sup>9</sup> reports that:
- Private rental prices paid by tenants in the UK rose by 1.3% in the 12 months to October 2019, unchanged since May 2019.
  - In England, private rental prices grew by 1.4% in the 12 months to October 2019.
  - London private rental prices rose by 0.9% in the 12 months to October 2019.
- 3.6 The October 2019 RICS Residential Market Survey reported a slight acceleration in tenant demand, however there is a simultaneous decline in new landlord instructions and thus increasingly constrained supply. It was projected that every UK region/county was expected to see an increase in rents over the coming three months.<sup>10</sup> Historically residential rents in the UK have continued to grow even when borrowing rates for mortgages are at historic lows. Figure 3-2 shows that since 2012 rents in Great Britain (excluding London) have grown between 1 – 2.3% per annum.

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<sup>5</sup> Knight Frank & Homeviews, 2020, Multi Housing

<sup>6</sup> Ibid

<sup>7</sup> Ibid

<sup>8</sup> ONS, 2019. Index of Private Housing Rental Prices.

<sup>9</sup> Office for National Statistics, 2019. Index of Private Housing Rental Prices, UK. October 2019.

<sup>10</sup> RICS, 2019. October 2019: UK Residential Market Survey



**Figure 3-2 Private rental housing price index - Jan 2012 to Aug 2020**



Source: ONS, 2020

- 3.7 The ONS data in Table 3-1 shows that rents in both South Cambridgeshire and Cambridge City are considerably higher than national and regional medians. This is for a number of reasons, including higher residential sale values in the area, higher average wages, proximity to London. In addition, Cambridge City has high demand for residential rental accommodation created by the significant number of students studying at the University of Cambridge.

**Table 3-1 Median all monthly rents April 2020 to March 2021**

	England	East England	South Cambs	Cambridge City
Rent	£730 pcm	£800 pcm	£1,000 pcm	£1,200 pcm
% more/less than National	n/a	+9.5%	+37.0%	+64.4%
% more/less than East	-8.75%	n/a	+25%	+50.0%

Source: ONS, 2021

## Greater Cambridge BTR market

### Achieved rents

- 3.8 Table 3-2 and Table 3-3 shows achieved monthly rents for new and second-hand properties across Greater Cambridge since April 2019.

**Table 3-2 - South Cambridgeshire District Achieved Monthly Rents**

Type	Sample	Mean	Lower Quartile	Median	Upper Quartile
Studio	10	£670	£590	£650	£700

1-Bed	140	£799	£700	£793	£875
2-Bed	470	£979	£850	£950	£1,100
3-Bed	560	£1,078	£950	£1,025	£1,180
4 or more Bed	220	£1,537	£1,250	£1,490	£1,700

Source: ONS, accessed August 2021.

**Table 3-3 - Cambridge City Achieved Monthly Rents**

Type	Sample	Mean	Lower Quartile	Median	Upper Quartile
Studio	90	£790	£725	£755	£850
1-Bed	570	£1,008	£850	£975	£1,150
2-Bed	920	£1,255	£1,075	£1,219	£1,400
3-Bed	460	£1,408	£1,200	£1,350	£1,550
4 or more Bed	220	£2,048	£1,630	£1,900	£2,300

Source: ONS, accessed August 2021.

- 3.9 The data shows that the difference in median monthly rents increases in conjunction with the size of the property. For example, the difference in median rents between a studio and 1-bedroom flat is £125 pcm, whereas the difference between 2- and 3-bedroom rents is more pronounced at £320 pcm. The data also further illustrates the significant differences between prices in Cambridge City and South Cambridgeshire, with 2 bed achieved rents in Cambridge city being 35% greater than those in South Cambridgeshire.

### Asking rents

- 3.10 Due to a lack of BTR development, we have not been able to find any evidence of asking rents in Greater Cambridge. We have therefore looked for flatted accommodation with a specification to BTR properties. These are all exclusively located in and around Cambridge City Centre. Table 3-4 shows the current rents pcm for studio flats across Cambridge City. We have not included the number of studios being marketed for higher rents up to £1,400 per month. These units target students rather than the general market. This market is dealt with in a separate section.
- 3.11 Table 3-4 shows there are few relevant studios in Cambridge City. Rents for the most modern spaces are around £950 pcm. We would assume that a build to rent product would achieve a premium over these values as they would include communal space and other amenities such as a gym etc.

**Table 3-4 – Studio rental listings**

Address	Size	Quoting rent	Comments
Addenbrookes Road	n/a	£950 pcm	Unfurnished

Address	Size	Quoting rent	Comments
East Road	n/a	£950 pcm	Furnished. Shared courtyard garden, roof terrace, laundry room and integral secure bike storage area
Greengates Court, 149 Histon Road, Cambridge	n/a	£925 pcm	Unfurnished. Balcony and communal bike storage.

Source: Rightmove, accessed August 2021.

- 3.12 Table 3-5 shows rents for 1 bed spaces vary considerably between £1,950 pcm and £1,250 pcm. The highest rents include all bills and are located in central areas. Some of the comparables include facilities that we would expect to see in build to rent properties i.e. a gym and communal areas.

**Table 3-5 – 1 bed rental listings**

Address	Size	Quoting rent	Comments
Flat 2, Victoria Avenue, Cambridge, Cambridgeshire, CB4	n/a	£1,950 pcm	Includes all bills and council tax. Flat is available on short- and long-term lease.
Newton Court, Kingsley Walk, Cambridge	51 sqm	£1,450 pcm	Includes use of gym, concierge service. Includes heating bills
The Oak Building, Rudduck Way, Eddington, Cambridge	n/a	£1,300 pcm	New Build, unfurnished
		£1,275 pcm	
		£1,250 pcm	

Source: Rightmove, accessed August 2021

- 3.13 Table 3-6 shows that rents for 2 bed flats vary considerably, ranging between £2,750 pcm and £1,500 pcm. highest rents include all bills and are located in central areas. Some of the comparables include facilities that we would expect to see in build to rent properties i.e. a gym and communal areas.

**Table 3-6 – 2 bed rental listings**

Address	Size	Quoting rent	Comments
Mill Park, Cambridge, CB1	n/a	£2,750 pcm	Furnished, Penthouse with parking. Bills not included
Flamsteed Close, Cambridge, CB1	n/a	£2,600 pcm	New build. Furnished and includes all bills and parking
The Belvedere, Homerton Street, Cambridge, CB2	119 sqm	£2,200 pcm	Furnished. Includes gym complex with swimming pool. Development serviced by porters.
	n/a	£1,950 pcm	

Address	Size	Quoting rent	Comments
Marlowe House, Kingsley Walk, Cambridge, CB5	77 sqm	£1,950 pcm	Furnished. Use of onsite gym. Secure parking and concierge service.
Meade House, Mill Park, Cambridge	n/a	£1,750 pcm	Furnished. Includes parking.
Green Lane, Trumpington	n/a	£1,665 pcm	Furnished. Includes parking.
The Oak Building, Rudduck Way, Cambridge, Cambridgeshire	79 sqm	£1,500 pcm	New build. Furnished.

Source: Rightmove, accessed August 2021

- 3.14 There is less evidence available for 3 bed properties as these are not as common in new build flatted developments. Table 3-7 shows rents for 3 bed flats are around £2,750 pcm. All listings are in central Cambridge. Some of the comparables include facilities that we would expect to see in build to rent properties i.e. a gym and communal areas.

**Table 3-7 – 3 bed rental listings**

Address	Size	Quoting rent	Comments
The Belvedere, Homerton Street, Cambridge, CB2	n/a	£2,750 pcm	Unfurnished. Includes gym complex with swimming pool. Development serviced by porters.
Keynes House, Kingsley Walk, Cambridge	n/a	£2,750 pcm	Unfurnished. Includes car parking and bike storage, on site gym and concierge
Parkside Place, Parkside, Cambridge, CB1	118 sqm	£2,700 psm	Part furnished. Includes car parking.

Source: Rightmove, accessed August 2021

- 3.15 There is no comparable evidence of new build 4 bed units currently being advertised on Rightmove.
- 3.16 Current asking rents for flatted accommodation with specifications akin to build to rent properties range from £1,250 - £2,450 pcm for a 1 bed and £1,995 - £3,300 for a 2 bed. The asking rents shown in Table 3-4 are higher per unit type than the median rents recorded from the VOA data for Cambridge City in Table 3-3. This suggests that rental prices have grown since April 2019; a trend which is seemingly supported in the latest RICS residential market report. On the whole, rental values are considered more transient than sales prices and are susceptible to more immediate fluctuation. The increases in rental values since the time of the VOA data period is therefore considered likely.

## BTR Yields

- 3.17 We are aware that Brookgate has revealed plans for 1,000 build to rent units but it is too early in the process to find details on the yield. We have therefore reviewed evidence from market reports and forecasts for build to rent yields - see Table 3-8

**Table 3-8 - Build to Rent Yields**

Source	Net Yield
Bidwells <sup>11</sup>	3.14%
Knight Frank <sup>12</sup>	4.00% - 4.25%
CBRE <sup>13</sup>	3.75%
KentReliance <sup>14</sup>	4.1%

Sources: Knight Frank, Bidwells, KentReliance & CBRE, accessed August 2021

## Conclusion

- 3.18 Based on the above evidence we have that there are two sets of values adopted for BTR for the higher and mid value zones, these are as follows:

**Table 3-9 Build to rent values**

Typology	Unit Size sqm	Rent pcm	Rent pa
<b>Higher value zone</b>			
Studio	40	£1,200	£14,400
1-bed flat	50	£1,600	£19,200
2-bed flat	70	£2,150	£25,800
3-bed flat	86	£2,750	£33,000
4-bed flat	99	£3,000	£36,000
<b>Mid value zone</b>			
Studio	40	£1,000	£12,000
1-bed flat	50	£1,350	£16,200
2-bed flat	70	£1,600	£19,200
3-bed flat	86	£1,950	£23,400
4-bed flat	99	£2,200	£26,400

Source: AspinallVerdi 2020

<sup>11</sup> Bidwells, 2019. Our View on Build To Rent. Cambridge yield.

<sup>12</sup> Knight Frank, 2019. Residential Yield Guide December 2019. South East Prime (NIY).

<sup>13</sup> CBRE, 2020. United Kingdom Residential Investment Marketview Q2 2020. Outer London/ South East prime yields.

<sup>14</sup> KentReliance, 2019. Buy to Let Britain Report. Average yield for the east region.

## 4 Older people's accommodation market assessment

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4.1 With an ageing population, the demand for forms of specialist accommodation for older people is growing. This type of specialist accommodation usually takes the form of retirement living (typically over 55 accommodation), housing with support, and housing with care. We define these below:

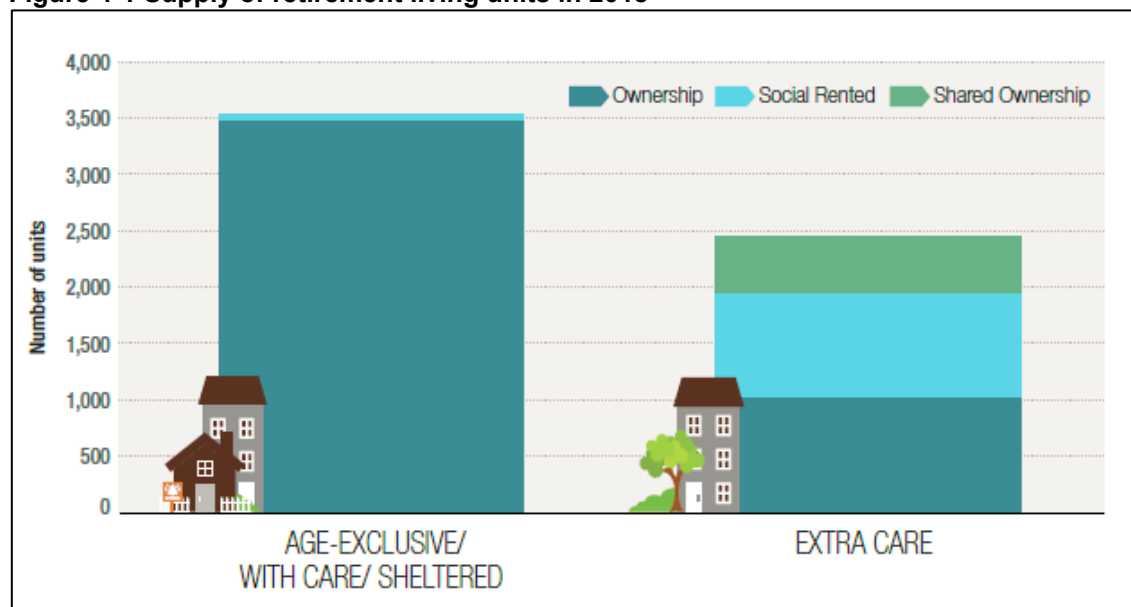
- **Age Restricted-Exclusive / Sheltered / Retirement Housing** – This is accommodation that is built specifically for sale or rent to older people e.g. McCarthy and Stone or Churchill. They comprise self-contained units (apartments) with communal facilities and a live-in or mobile scheme manager and alarm call systems in case of emergency.
- **Assisted Living / Extra Care / Very Sheltered Housing** - This is similar to the Sheltered Housing but is designed to enable residents to retain their independence as they grow older and their need for support and/or care increases. Residents still occupy their own self-contained home within blocks of flats, estates of bungalows or retirement 'villages' but often enjoy enhanced communal accommodation and occupants may also be offered individual care and assistance from support staff, within the complex, 24 hours per day.
- **Close Care or Assisted Living Housing** – This is normally situated within the grounds of a care home and takes the form of self-contained, independent flats or bungalows. Units may be rented or purchased by the occupier. Residents will also have access to the care home's other facilities and will normally have some form of direct communication with the care home, for emergencies. There may well be an arrangement whereby, the care home management will buy-back the property if it becomes necessary for them to move into the care home.
- **Care Homes / Residential care homes** - Living accommodation for older people and employ staff who provide residents with personal care, such as washing and dressing. Residents normally occupy their own single room but have access to other communal facilities.
- **Care Homes with Nursing / Nursing Homes** – Similar to a residential home but, they offer the full time service of qualified nursing. Such accommodation is suited to residents who are physically or mentally less capable and require a higher level of care.

4.2 Figure 4-1 shows the supply of retirement living units in 2018 and demonstrates that the majority of supply is delivered through age-restricted / exclusive or sheltered housing for sale<sup>15</sup>. With extra-care schemes, the tenure split is more widely spread with social rented and shared ownership options.

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<sup>15</sup> The increasing supply of age restrict housing may be due to developers bringing forward schemes classed as C2 rather than C3. This can enable them to avoid affordable housing provision. Even though these schemes are classed as C2 they often provide minimal 'on site care'.

**Figure 4-1 Supply of retirement living units in 2018**



Source: Knight FRANK, Retirement Housing Market Update Q1 2018, using Elderly Accommodation Council

- 4.3 Our focus is on age restricted schemes which are more likely to be developed by the private sector and are most similar to C3 Use housing. C2 Use Residential Institutions such as residential care homes and nursing homes are specialist developments (valued on a turnover or 'profits' basis) and are not considered in this analysis. Some of these schemes are developed by housing associations and others by the private sector and/or charities and all will have a different status in terms of liability for Affordable Housing (and CIL (for example, Charitable Organisations are exempt from CIL)).

## Greater Cambridge older person's accommodation market

### Older person's accommodation premiums

- 4.4 Research by The Retirement Housing Group<sup>16</sup> (RHG) indicates that sheltered housing values carry a premium over general needs housing – this analysis is set out in Table 4-1.

**Table 4-1 - Sheltered housing and ECH sales values premiums**

Typology	Assumption
Sheltered housing unit prices	In higher value areas -

<sup>16</sup> RHG Retirement Housing Group, Retirement Housing Viability Base Data (April 2013) / Briefing Paper for CIL Practitioners Retirement Housing and the Community Infrastructure Levy (June 2013) by Churchill Retirement Living and McCarthy and Stone

Typology	Assumption
	<ul style="list-style-type: none"> <li>10-15% premium to private market 1 – 2 bed flats</li> </ul> <p>Or, in lower value areas (where no apartment scheme comparables) –</p> <ul style="list-style-type: none"> <li>75% value of 3-bed semi-detached house for a 1 bed sheltered housing unit, and</li> <li>100% value of 3-bed semi-detached house for a 2 bed sheltered housing unit</li> </ul>

Source: Retirement Housing Group 2013

4.5 When we apply the RHG rule of thumb approach (using the lower value rates) to our sales values (see Table 2-14) it generates the following adjusted values for sheltered housing:

- 1-bed flat at £250,000 a 10% - 15% premium equates to £275,000 - £287,500
- 2-bed flat at £300,000 a 10% - 15% premium equates to £330,000 - £345,000

### New build sold prices

4.6 There have been no new build sales recorded on Land registry in Greater Cambridge since 2015, we have therefore looked at schemes in the wider Cambridgeshire area. Table 4-2 shows the flats which have sold at the Roslyn Court development in Ely. It consists of 57 new 1- and 2-bedroom apartments available for sale and rent to people aged 70 and over. Highwood Mill is the most recent example of new-build retirement accommodation, with the first sales completing in 2018.

4.7 The analysis shows that although there is a large difference in the average size of the 1 bed and 2 bed units from 56 sqm to 92 sqm, the units follow the general trend with prices on a £psm basis for 2 beds being lower than those for 1 beds. The achieved prices are slightly in excess of the RHG rule of thumb.

**Table 4-2 - Achieved values for over 70s accommodation**

Typology	No. of beds	Number of sales	Average size Sqm	Sold value min	Sold value max	£psm Min	£psm Max
Flat	1	29	56	£143,107	£259,950	£2,467	£4,482
Flat	2	14	92	£193,851	£249,303	£1,771	£3,145

Source: Land Registry, EPC

### New build quoting prices

4.8 Table 4-3 summarizes asking prices relating to retirement housing for three schemes in the area. Warburton House by BPHA, Mill View by Domovo and Moorhouse Lodge by Churchill



Retirement. The analysis shows that the quoting prices are mostly lower than the RHG rule of thumb with the Warburton House scheme higher.

**Table 4-3 - Asking prices for sheltered housing**

Scheme name	No. of listings	Unit size sqm	1 Bed – quoting price	2 Bed – quoting price
Warburton House, Ninewells, Cambridge (Over 55s) (sheltered housing)	6	Unknown	-	£377,500
Mill View, St Edmunds Way, Hauxton (Over 55s (extra care housing)	12	Unknown	-	£362,500
Moorhouse Lodge, Huntingdon (Over 60s) (sheltered housing)	5	Unknown	£200,000 - £240,000	-

Source: Rightmove, SharetoBuy

## Conclusions older person's accommodation

- 4.9 Based on our analysis of the specialist housing sector we have used the values as set out in Table 4-4. In light of no evidence for the extra-care product, we have applied a premium over our sheltered housing assumptions as recommended by the RHG.

**Table 4-4 -Older person's accommodation values inputs**

Type	Average unit size sqm	Unit price
Sheltered Housing 1-Bed	55	£230,000
Sheltered Housing 2-Bed	70	£350,000

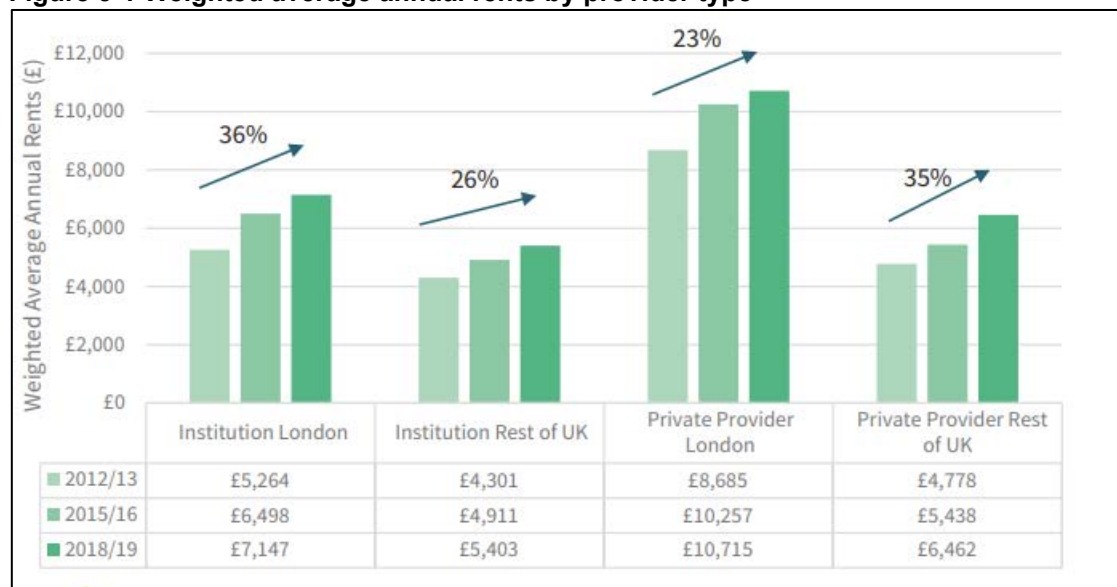
Source: AspinallVerdi

## 5 Student accommodation market assessment

### Introduction

- 5.1 In December 2019 UCAS reported<sup>17</sup> that 541,240 people were accepted through UCAS to start an undergraduate course in the 2019 cycle, an increase of 1.5% increase in 2018. Students from the UK accounted for 85.79% of applicants, outside the EU 8.34% and inside the EU 5.87%.
- 5.2 Nationally, demand for purpose-built student accommodation is acute due to supply not keeping pace with demand. JLL report that *'Despite a five year decline in domestic 18-year olds, the sector has seen an increase of 114,000 UK full time students over the same period, further compounding the supply side challenge.'*<sup>18</sup> In the East of England, since 2014, the number of available student beds has increased by 4,808 while the demand for beds has increased by 7,945.<sup>19</sup>
- 5.3 Average weekly rents for student accommodation is currently at £147, with The National Union of Students (NUS) and Unipol reporting that the *'In 2018/19 the overall average weekly rent stands at £147, an increase of five per cent since last year, of 8.9 per cent on 2015/16 and 31.3 per cent since 2011/12.'*<sup>20</sup> This is also illustrated in Figure 5-1, which shows the average weighted annual rents in London and the rest of the UK.

**Figure 5-1 Weighted average annual rents by provider type**



Source: NUS, Unipol, 2018/19, Accommodation costs survey

<sup>17</sup> UCAS, December 2019, End of cycle report 2019

<sup>18</sup> JLL, 2019, UK Student Housing Report

<sup>19</sup> JLL, 2019, UK Student Housing Report

<sup>20</sup> NUS, Unipol, 2018/19, Accommodation costs survey

- 5.4 Contract lengths for student accommodation are typically not for the full 52-week period. NUS and Unipol report that 'Nationally, the average contract length is 40 weeks for institutional and 46 weeks for private accommodation. The university figure is unchanged from 2015/16.'<sup>21</sup>
- 5.5 Due to the Covid-19 pandemic, there are expected to be a number of significant changes to the number and type of rentals being taken up by students. One of these is that universities are expecting fewer students on campus overall as it is anticipated that fewer students will enrol and those that do will have their lessons remotely. FE News reports that '*student accommodation providers are expecting a big drop in rentals this year as classes will be moving to various online platforms.*'<sup>22</sup>
- 5.6 Also, there is expected to be significantly lower demand from international students as international travel is still heavily disrupted. CNBC reports that '*international travel is still disrupted with many countries prohibiting flights from areas with large infection rates. In addition, there will be a 14-day compulsory quarantine for those arriving in the U.K. from June 8 onward. These steps could put many international students off studying in the U.K. in the new academic year*'<sup>23</sup>
- 5.7 All of these factors mean that student accommodation providers are generally negative but the short term outlook, with CNBC reporting that '*Unite Students, one of the largest student accommodation providers and owners in the U.K., said in April it expected a loss between 16% and 20% in rents for the 2019/20 academic year. Empiric Student Property, another firm in the U.K., said in May it expected a drop of up to 12% in income for the current year.*'<sup>24</sup>

## Greater Cambridge student accommodation market

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- 5.8 Greater Cambridge benefits from the University of Cambridge and Anglia Ruskin University. The University of Cambridge is one of the best universities in the world with a Times World University Ranking of 3rd in 2020. It provides a wide variety of full-time and part-time, undergraduate and postgraduate courses in the following areas: art, design and architecture, business and law, performing arts and social sciences, science, engineering and computing, and health, social care and education. The University had an estimated 23,247 students enrolled as of 2019.

## Rents

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- 5.9 Table 5-1 summaries the quoting rents for several student schemes in Cambridge. Prices for studio apartments range between £189 - £342 per week while prices of ensuite rooms range between £170 – £230 per week.

<sup>21</sup> NUS, Unipol, 2018/19, Accommodation costs survey

<sup>22</sup> FE News, 2020, The New Normal: How Student Accommodation Will Change In The UK After Covid-19

<sup>23</sup> CNBC, 2020, Student housing in the UK is no longer a 'bullet-proof' investment after the coronavirus crisis

<sup>24</sup> CNBC, 2020, Student housing in the UK is no longer a 'bullet-proof' investment after the coronavirus crisis

**Table 5-1 - Summary of student accommodation rents**

Scheme name	Typology	Price per week	No. of weeks
The Railyard	Studio	£200 - £278	43 - 51
Brunswick House	Ensuite	£172 - £218	43 - 51
Anglia House	Ensuite	£170 - £230	43 - 51
	Studio	£250 - £257	51
Nido Castle Hill	Studio	£207 - £286	43 - 51
	Ensuite	£180 - £190	43 - 51
The Cam Foundry	Shared house/ensuite	£154 - £179	41 - 51
Study Inn Cambridge	Studio	£189 - £244	43-51
Student Castle Cambridge	Studio	£242 - £342	43-51

Source: Providers websites, August 2020

## Student accommodation investment yields

- 5.10 Pre-Covid-19, student investments were considered an attractive proposition, with income being considered relatively secure over a fixed period and the sector has seen rental growth. Cushman & Wakefield report that *'Private sector rental growth between 2018 and 2019 is slightly lower than in previous years at 2.6% overall.'*<sup>25</sup>
- 5.11 As a result of Covid-19, experts are warning that student accommodation is no longer a low-risk investment that it once was with CNBC reporting that *'Student accommodation has been a "bullet-proof" investment, but experts predict it's now on track for a year of disruption due to the coronavirus crisis and its impact on the property market.'*<sup>26</sup>
- 5.12 With regards to investment yields, Figure 5-2 shows that pre-Covid-19, investment yields were generally compressing except for the secondary regional market. Super prime regional yields were at 5.25%.

<sup>25</sup>Cushman & Wakefield, 2016/17, UK Student accommodation report

<sup>26</sup> CNBC, 2020, Student housing in the UK is no longer a 'bullet-proof' investment after the coronavirus crisis

**Figure 5-2 Direct let net initial yields 2019**

	Net initial yield	Trend
London	4.00%	▼ Down
Super prime regional	4.75%	▼ Down
Prime regional	5.25%	▼ Down
Secondary regional	6.00%	▲ Up

Source: Savills, The Sky's The Limit? 2019

- 5.13 Table 5-2 sets out student investment sales recorded on EGi. There is limited evidence in Cambridge available on EGi so we have looked in the wider area. The evidence shows that recent student investment sales with direct lets have achieved yields between 4.77% and 9.82% this is dependent on the location, quality of nearby universities, competing supply and specification of the building.

**Table 5-2 - Student accommodation investment sales**

Deal Date	Address	No. of beds	Price	Yield %	Cap value per bed space	Vendor	Purchaser	Comments
01/07/18	Brunswick House, Newmarket, CB8 8HR	251	£38m	4.77	£151,394	Apache Capital Partners	Cambridgeshire County Council	Direct let - 231 en-suite cluster flats and 20 self-contained studio flats
19/12/18	Apollo House & The Annex, Butts, Coventry, CV1 3GN	161	£5.5m	9.82	£34,161	-	L1 Property	Direct let – 161 shared rooms
27/06/18	Roman House, Friar Gate, Derby, DE1 1XB	126	£8.6m	6.22	£68,253	Catalyst Capital	Northridge Capital	Direct let – 72 studios and 54 'twin studios'

Source: EGi, accessed August 2020

## Conclusions student accommodation

- 5.14 Based on the market analysis a suitable weekly rent for an en-suite is £200 per week over a 46-week period. Assuming a direct let a net initial yield of 4.75% is appropriate.

# First Proposals Consultation Stage

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Appendix 4

Greater Cambridge Land Value Report

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Greater Cambridge Shared Planning



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August 2021

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Private and Confidential

# 1 Introduction

- 1.1 As set out in section 4 of our Viability Appraisal report, the (benchmark) land value assumption(s) are fundamental in terms of Plan viability. We set out below our approach to land values for the Viability Assessment, before reviewing land values across the Greater Cambridge Local Authority area in order to inform our assumptions for the Benchmark Land Values (BLV) used in the appraisals.
- 1.2 The outbreak of the Novel Coronavirus (COVID-19), declared by the World Health Organisation as a “Global Pandemic” on 11 March 2020, has impacted global financial markets. In the second quarter of 2020, the United Kingdom entered the deepest recession in modern history which have consequently impacted property market activity.
- 1.3 Many agents and commentators anticipated house prices would fall as a result of the nationally-imposed lockdown and consequent freeze in property market activity. However, as restrictions were eased during the summer of 2020, many agents reported surges in interest and uplifting activity. This has been attributed to the combination of pent-up demand and the introduction of the stamp duty holiday.<sup>1</sup> The stamp duty holiday is now being phased out through to September 2021.
- 1.4 Market commentators have also noticed that buyers have reappraised the benefits of urban living, with increasing numbers of buyers seeking larger spaces to work from home and an increased priority for private external space. As this trend has grown, some agents in well-connected, greener locations are noticing that demand is increasing house prices. As a result, there are likely to be both winners and losers in the property market over the coming months and years and the delivery of the Local Plan should be monitored (and the Plan updated as appropriate).
- 1.5 Due to these uncertainties, we recommend that when policy makers are making decisions based on viability evidence in the current climate, they must ensure there is an adequate “viability buffer”. In essence, a degree of caution should be taken when imposing planning policies and more surplus should be left as the profitability and viability of development may reduce.
- 1.6 This report includes the following sections:

2) Land Value Approach	This section details how the land value is calculated using the residual valuation method.
3) UK Residential Development Land	This section provides background context to residential development land values at the national and regional level.

<sup>1</sup> The Guardian, 2020. Hope for some, heartbreak for others as house prices go through the roof.

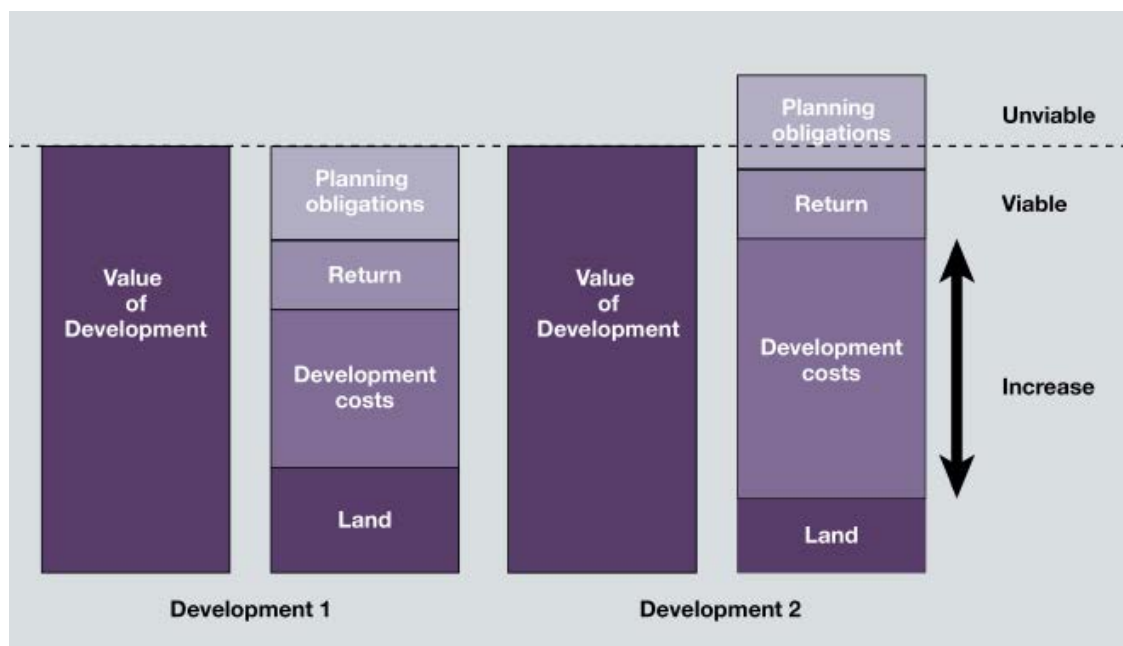
4) Evidence Base Review	Provides a review of the existing market evidence from previous studies and reports in respect of the Greater Cambridge area.
5) Agricultural Land Values	This section reviews the agricultural land market within Greater Cambridge District and provides commentary on agricultural land values (including paddock land).
6) Residential Development Land Values	This section reviews the market for residential development land within Greater Cambridge District and provides commentary on greenfield and brownfield land values.
7) Benchmark Land Value Assumptions	This section concludes our land value paper by outlining our BLV assumptions for the different Site Typologies.

## 2 Land Value Approach

- 2.1 In a development context, the land value is calculated using a residual approach – the Residual Land Value (RLV).
- 2.2 The RLV is calculated by the summation of the total value of the development, less the development costs, planning obligations, developers return/profit to give the land value. This is illustrated on the following diagram (see Table 2-1).



Table 2-1 - Development Viability



Source: Royal Institution of Chartered Surveyors (RICS) Financial Viability in Planning, 1st edition Guidance Note (August 2012)

- 2.3 In Development 1 above, the value of the development less the development costs and planning obligations is sufficient to generate a sufficient return and land value – the scheme is fundamentally viable.
- 2.4 In Development 2, the development costs have increased such that the sum of the costs is greater than the value of the development – the scheme is fundamentally unviable.
- 2.5 In order to determine whether development is viable in the context of area-wide studies, the NPPF (February 2019) is silent on the requirements of landowners and developers<sup>2</sup>. It now simply states that, *'all viability assessments, including any undertaken at the plan-making stage, should reflect the recommended approach in national planning guidance, including standardised inputs, and should be made publicly available'*.<sup>3</sup>
- 2.6 For the purposes of CIL rate setting the Planning Practice Guidance states that a *'charging authority should draw on existing data wherever it is available. Sources of data can include (but are not limited to): land registry records of transactions; real estate licensed software packages; real estate market reports; real estate research; estate agent websites; property auction results;*

<sup>2</sup> Previously paragraph 173 of the NPPF (2012) stated that 'to ensure viability, the policy costs should provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable'.

<sup>3</sup> Paragraph 57, February 2019, Ministry of Housing, Communities and Local Government, National Planning Policy Framework

*valuation office agency data; public sector estate/property teams' locally held evidence*<sup>4</sup> And that, *'when deciding the levy rates, an authority must strike an appropriate balance between additional investment to support development and the potential effect on the viability of developments.*<sup>5</sup>

2.7 The PPG Viability provides guidance on the land values and particularly benchmark land values for the purposes of viability assessment:

- How should land value be defined for the purpose of viability assessment? – *'a benchmark land value should be established on the basis of the existing use value (EUV) of the land, plus a premium for the landowner'*. Paragraph: 013 Reference ID: 10-013-20190509 Revision date: 09 05 2019
- What factors should be considered to establish benchmark land value? – *'In plan making, the landowner premium should be tested and balanced against emerging policies'*. Paragraph: 014 Reference ID: ID: 10-014-20190509, Revision date: 09 05 2019 [our emphasis]
- What is meant by existing use value in viability assessment? – *'EUV is the value of the land in its existing use. Existing use value is not the price paid and should disregard hope value. Existing use values will vary depending on the type of site and development types. EUV can be established in collaboration between plan makers, developers and landowners by assessing the value of the specific site or type of site using published sources of information such as agricultural or industrial land values, or if appropriate capitalised rental levels at an appropriate yield (excluding any hope value for development)'*. Paragraph: 015 Reference ID: 10-015-20190509, Revision date: 09 05 2019
- How should the premium to the landowner be defined for viability assessment? – *'The premium should provide a reasonable incentive for a land owner to bring forward land for development while allowing a sufficient contribution to comply with policy requirements'*. Paragraph: 016 Reference ID: 10-016-20190509, Revision date: 09 05 2019

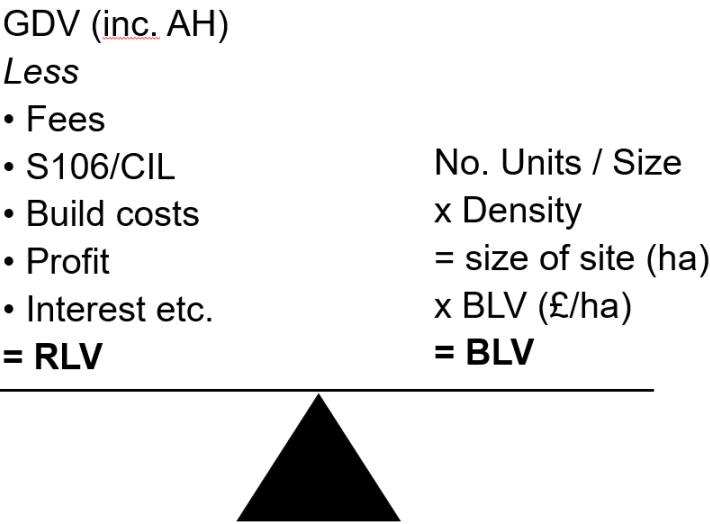
2.8 The above PPG guidance is described in detail in the main report (section 2 – National Policy Context). The PPG does not provide any guidance on the quantum of premiums. One therefore has to 'triangulate' the BLV based on market evidence.

2.9 Hence for plans and schemes to be viable the RLV has to be tested against the benchmark which would enable sites to come forward – the Benchmark Land Value (BLV). This is illustrated on the following diagram.

<sup>4</sup> How should development be valued for the purposes of the levy?, Paragraph: 020 Reference ID: 25-020-20190901, Revision date: 01 09 2019

<sup>5</sup> How are Community Infrastructure Levy rates set?, Paragraph: 010 Reference ID: 25-010-20190901, Revision date: 01 09 2019

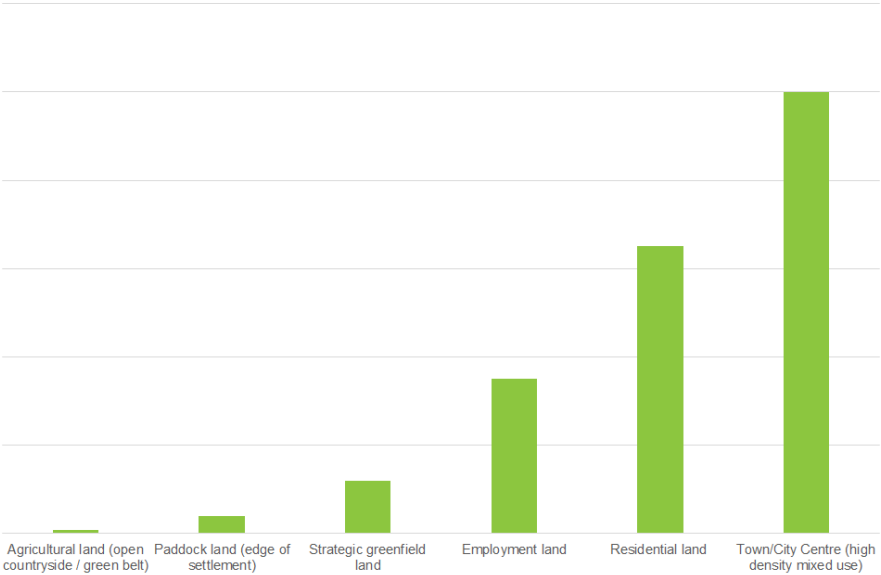
Figure 2.1 - Balance between RLV and BLV



Source: AspinallVerdi (© Copyright)

2.10 The fundamental question is, ‘*what is the appropriate BLV?*’ The land market is not perfect but there is a generally accepted hierarchy of values based on the supply and demand for different uses. This is illustrated on an indicative basis in the following chart (Table 2-2).

Table 2-2 - Indicative Land Value Hierarchy



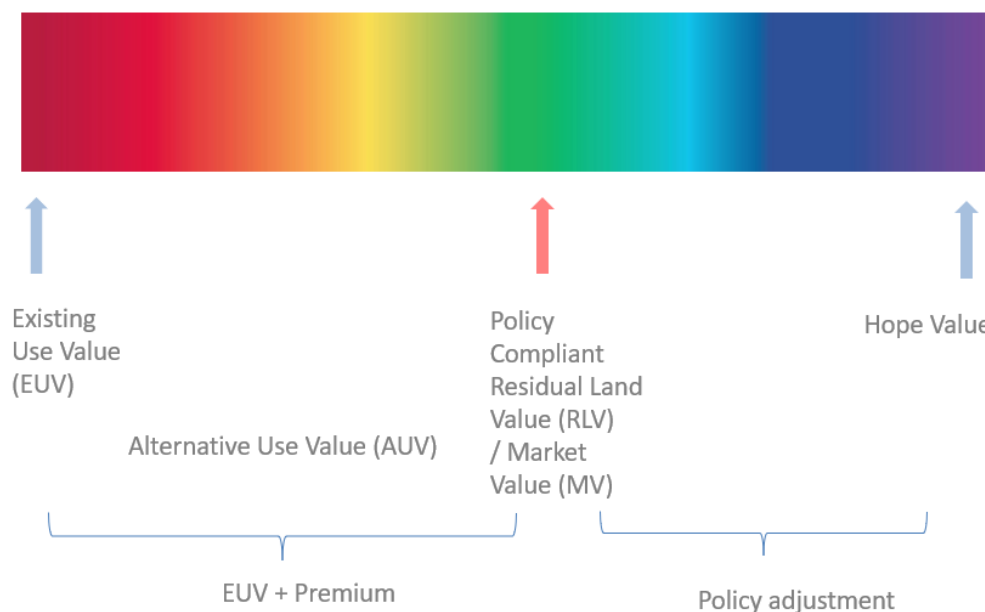
Source: AspinallVerdi (© Copyright)

- 2.11 Note that the value of individual sites depends on the specific location and site characteristics. In order for development to take place (particularly in the brownfield land context) the value of the alternative land use has to be significantly above the existing use value to cover the costs of site acquisition and all the cost of redevelopment (including demolition and construction costs) and developers profit / return for risk. In a Plan-wide context we can only be broad-brush in terms of the BLV as we can only appraise a representative sample of hypothetical development typologies.
- 2.12 Note also that some vendors have different motivations for selling sites and releasing land. Some investors take a very long-term view of returns, where as other vendors could be forced sellers (e.g. when a bank forecloses).
- 2.13 Finally, 'hope value' has a big influence over land prices. Hope value is the element of value in excess of the existing use value, reflecting the prospect of some more valuable future use or development. The PPG specifically states that hope value (and the price paid) should be disregarded from the EUV. However, hope value is a fundamental part of the market mechanism and therefore is relevant in the context of the *premium*.
- 2.14 The diagram below illustrates these concepts. It is acknowledged that there has to be a premium over EUV in order to incentivise the land owner to sell. This 'works' in the context of greenfield agricultural land, where the values are well established, however, it works less well in urban areas where there is competition for land among a range of alternative uses. In an urban context, it begs the question EUV "*for what use?*" It is impossible to appraise every single possible permutation of the existing use (having regard to any associated legacy costs<sup>6</sup>) and development potential.

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<sup>6</sup> E.g. Existing buildings to be demolished and/or contamination requiring remediation.

Table 2-3 - Benchmark Land Value Approaches



Source: AspinallVerdi (June 2019)

- 2.15 In this context, the Harman report *‘allows realistic scope to provide for policy requirements and is capable of adjusting to local circumstances by altering the percentage of premium used in the model. The precise figure that should be used as an appropriate premium above current use value should be determined locally. But it is important that there is [Market Value] evidence that it represents a sufficient premium to persuade landowners to sell’*.<sup>7</sup>
- 2.16 The HCA (now Homes England) Area Wide Viability Model (Annex 1 Transparent Viability Assumptions) is the only source of specific guidance on the size of the premium. The guidance states:
- There is some practitioner convention on the required premium above EUV, but this is some way short of consensus and the views of Planning Inspectors at Examination of Core Strategy have varied. Benchmarks and evidence from planning appeals tend to be in a range of **10% to 30% above EUV in urban areas. For greenfield land, benchmarks tend to be in a range of 10 to 20 times agricultural value***.<sup>8</sup>
- 2.17 The RICS provides a more market facing approach based on Market Value less an adjustment for emerging policy (say, 25%). This approach has also been endorsed in the Mayor of London

<sup>7</sup> Viability Testing Local Plans Advice for planning practitioners - Local Housing Delivery Group - Chaired by Sir John Harman (June 2012), page 29

<sup>8</sup> HCA Area Wide Viability Model (Annex 1 Transparent Viability Assumptions), August 2010, Transparent Assumptions v3.2 06/08/10

CIL Inspectors Report (Jan 2012); Greater Norwich CIL Inspectors Report (Dec 2012); and the Sandwell CIL Inspectors Report (Dec 2014).

- 2.18 Greater emphasis is now being placed on the existing use value (EUV) + premium approach to planning viability to break the circularity of ever-increasing land values. Due to ever increasing land values (partly driven by developers negotiating a reduction in policy obligations on grounds of 'viability') we are finding that the range between existing use value (EUV) and 'Market Values' and especially asking prices is getting larger. Therefore (say) 20 x EUV and (say) 25% reduction from 'Market Value' may not 'meet in the middle' and it is therefore a matter of professional judgement what the BLV should be (based on the evidence). Our BLV's are set out in Table 6-1 – at the end of this paper.
- 2.19 In order to provide comprehensive analysis, we also set out a variety of sensitivities in terms of changes to profit and BLV assumptions – these are shown for each of the typologies on the appraisals appended (with an explanation of how to interpret the sensitivities in section 4 of the main Viability Assessment report).
- 2.20 The following paper and summary values are derived from our land value database based on the existing evidence base, web-based research, agent research and stakeholder consultation.

## 3 UK Residential Development Land

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- 3.1 This section provides background context to residential development land values at a national and regional level.

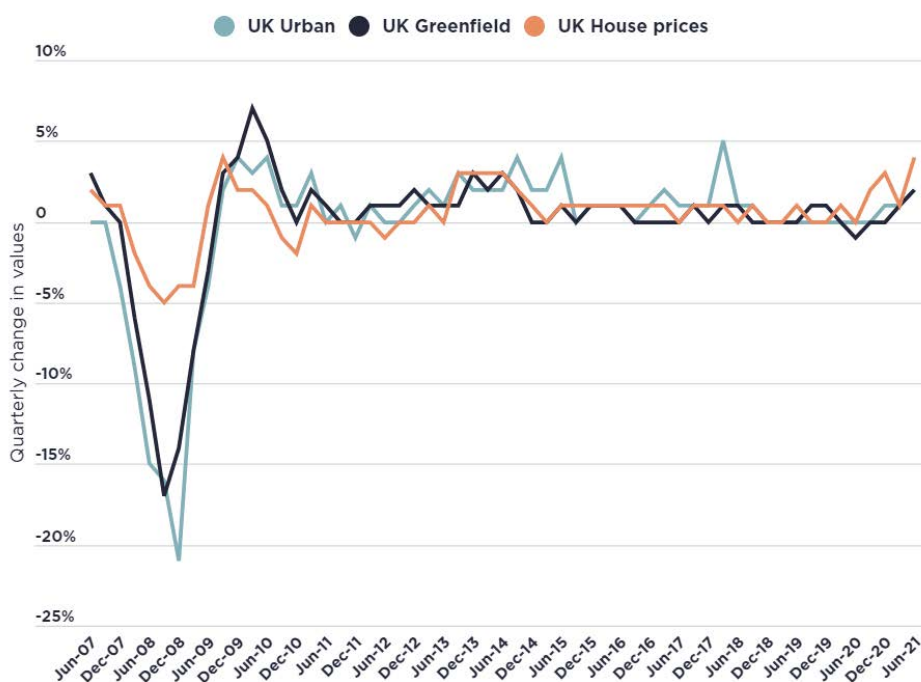
### Development Land

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- 3.2

- 3.3 Figure 3.1 shows the impact of the global financial crisis (GFC) on development land values with greenfield and urban land both dropping to approximately half their peak values by June 2009. Even now 10+ years since the GFC land values are still yet to return to their previous peak before the GFC. In recent years the growth in value for both greenfield and urban land has begun to plateau, particularly for urban land with it maintaining an index of 80 through December 2017 – June 2020. Savills report that the Covid-19 lockdown in March slowed transactions of development land significantly; however, confidence is up from the start of the pandemic with sales rates beginning to ‘bounce back’ strongly.
- 3.4 Savills have previously suggested high sales values may only be temporary, but a year later house prices grew nationally by 13.4%. The peak may be imminent as restrictions ease, and the stamp duty holiday and furlough scheme ends.
- 3.5 Savills report in their recent survey of their development teams that a net balance of 79% have reported that there were new sites coming onto the market, which is a significant change from the 22% net balance reported in January.

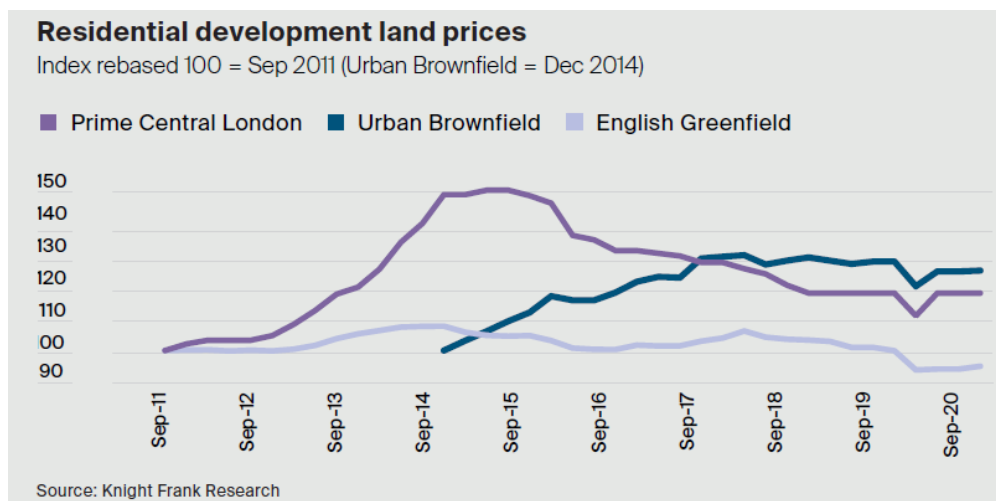


**Figure 3.1 - UK Greenfield and Urban Residential Land Value Change**

Source: Savills (Q2, 2021)

- 3.6 Savills also report that there is an increase in demand for land, with a net balance of 82% of their agents reporting increasing bid levels over the last quarter compared to normal levels.
- 3.7 Knight Frank produce a quarterly Residential Development Land Index Report. The latest report covers Q1 2021. They present a confident outlook, with 55% of respondents anticipating an increase in land values next quarter. This is following a small increase of 0.4-0.9% in Q1, though this is tempered by an annual decrease of 2.2-4.8%. They report a lack of overall supply in the market which is resulting in planning delays, particularly to land being allocated in Local Plans across England. Availability of land (or lack thereof) is cited as the greatest potential impact on the housebuilding sector looking forward through 2021.

**Figure 3.2 - Residential Development Land Prices**



Source: Knight Frank Residential Development Land Index (Q1, 2021)

- 3.8 In our opinion, land values have also hit a 'ceiling' in around 2017-2018. Since the Brexit referendum vote there has been ongoing political and economic uncertainty, followed by changes to the PPG on viability and now Covid-19.
- 3.9 All of these are factors that have will restrict development land value growth (both greenfield and brownfield), in particular: the economic challenges and risks of Covid-19; increased build costs due to labour shortages; supply chain issues but also increasing emphasis on sustainability to achieve carbon net zero by 2050. The impact of the cost of achieving net zero on land pricing was highlighted prior to Covid-19 in the Q4 2019 residential development land market update by Savills<sup>9</sup>.
- 3.10 In a brownfield context specifically, Covid-19 has accelerated the decline of the retail and leisure market, whilst posing a threat to the future of the office market. The impact is likely to increase vacancies and reduce rental and capital valuations which will feed into land pricing. As a result, there is likely to be increased opportunity for redevelopment in town and city centres, with landowners potentially forced to sell. Distressed sales is a trend picked up by Savills Research in their land market report<sup>10</sup>.
- 3.11 It is difficult to predict how the land market and pricing will react and this will have to be monitored moving forwards. If the experience of the GFC is used as an example, then we can anticipate a reduction in both greenfield and brownfield development land values. However, this may take some time to feed through into the market and data, with a reduced number of land deals taking place. Measures such as the furlough scheme which has prolonged employment may impact the

<sup>9</sup> Savills Research, Residential Development Land Q4 2019, page 2

<sup>10</sup> Savills Research, Residential Development Land Q2 2020, page 1

economy and demand from house buyers as the scheme is wound down in the second half of 2021.

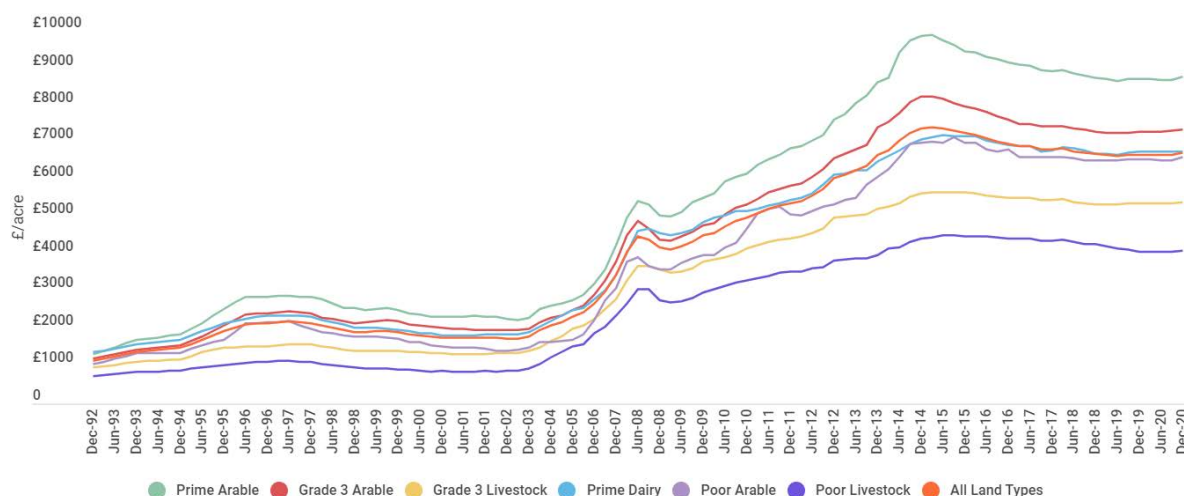
- 3.12 Despite these challenges, development market activity will continue as the Government sees the sector as a way of driving the economic recovery. There also remains a 'housing shortage' which will have only been exacerbated by development stalling through the pandemic. The Savills Research paper highlights a mixed response to land acquisitions from the sector at present. Housing associations are said to be acting more competitive using grant to support acquisitions. In comparison, some larger housebuilders are acting more cautiously and focusing on their committed pipelines whilst others such as Taylor Wimpey have raised £500 million of capital funding to finance acquisitions<sup>9</sup>.

## Agricultural land

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- 3.13 Whilst understanding the development land market is important, with the changes to the PPG on viability as set out above in Chapter 2, exploring agricultural land values is equally as important to understand. This informs the Benchmark Land Value of greenfield allocations.
- 3.14 Figure 3.3 below shows the long-term trend in average agricultural land values by type. It shows that following a relatively small drop in the average price post GFC (by approximately £500 per acre), there was a sustained period of growth up to early 2015. At this point prime arable land achieved on average just short of £10,000 per acre. Since then, there has been a slight negative trend with the average price for prime arable land at £8,715 per acre at the end of 2019., however it looks like a small increase in beginning to take effect, in part due to low supply.
- 3.15 According to Savills Research, this downwards trend has been influenced by weakness in commodity pricing during 2014 which started to drag average prices down. Then in 2016 the Brexit referendum vote resulted in material uncertainty over the future prosperity of UK agriculture. Despite publishing its own UK agricultural and environmental policy changes in 2018, not much policy has been legislated and ongoing negotiations around an exit deal continue to slow the rural land market.

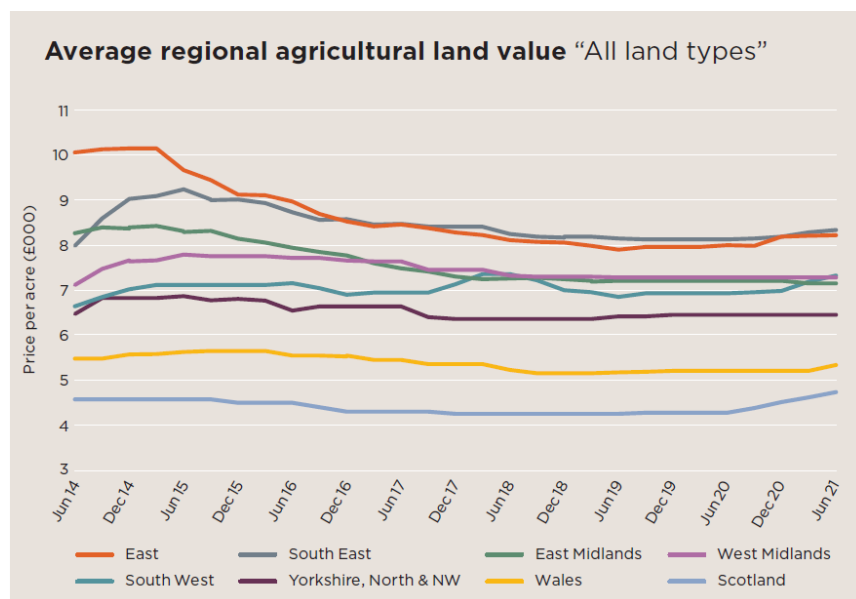
**Figure 3.3 - Average Agricultural Land Values Per Acre (by land type)**



Source: Savills Research

- 3.16 On a regional level, the Eastern region which Greater Cambridge will fall into is second only to the South East in terms of value per acre, in the region of £8,000-8,500 per acre (see figure 3.4). This compares to a national average of £6,875 per acre.

**Figure 3.4 - Average Agricultural Land Values Per Acre (by region)**

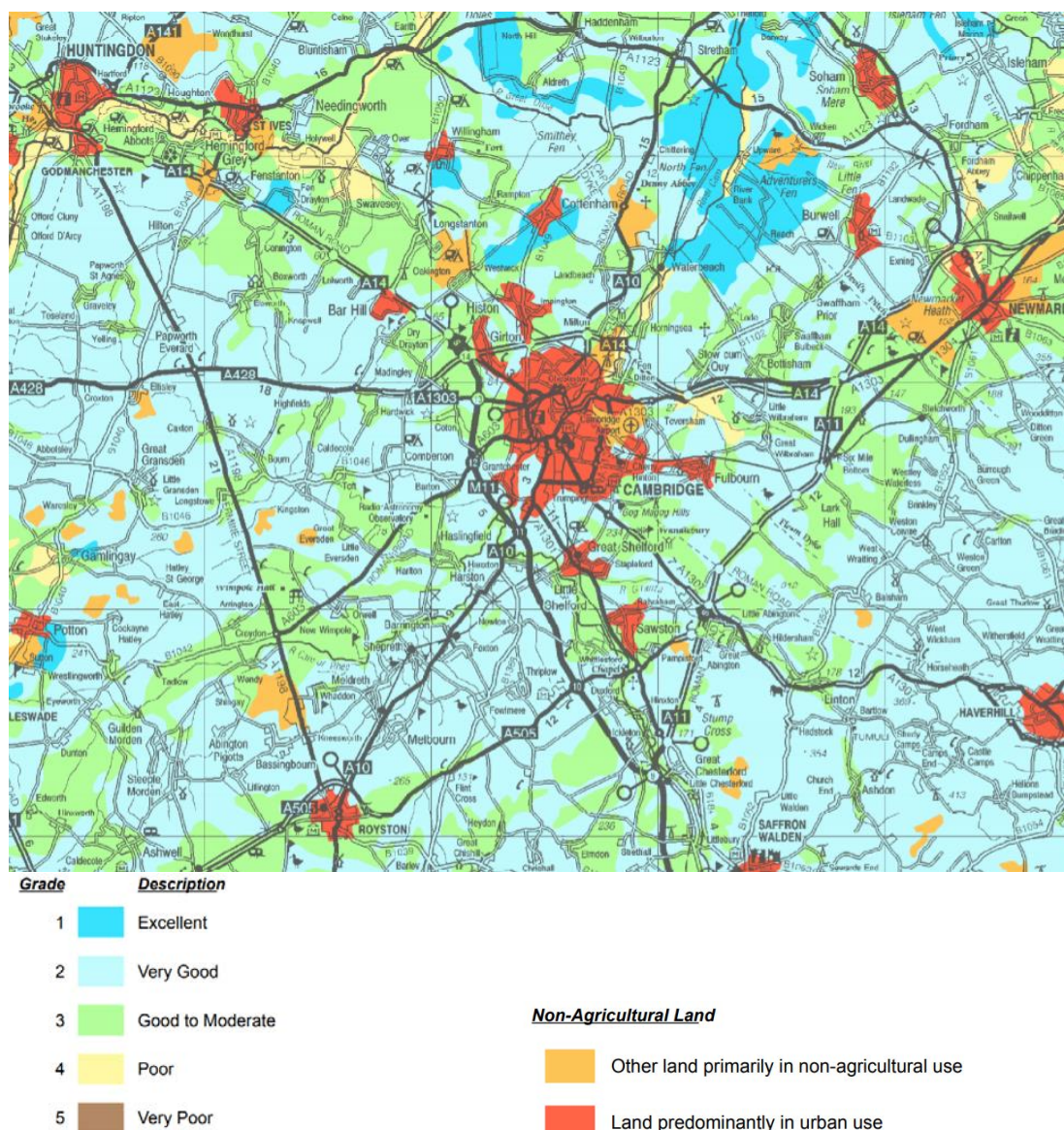


Source: Savills Research

- 3.17 Figure 3.5 below shows the quality of agricultural land in Cambridge which illustrates that generally the land is rated very good (Grade 2) and good to moderate (Grade 3). The land along the river Cam as it bisects the A14 is typically poor quality, with little other 'poor' (Grade 4) quality land in the area.



Figure 3.5 - Agricultural Land Classification Map, Eastern Region



Source: Natural England

- 3.18 The RICS Farmland Market Directory Full Year 2020 puts average prices for farmland in the East between £9,959 to £13,909 per acre.
- 3.19 As with development land, the graphics above do not yet provide any indication as to how the market will respond to Covid-19. Both Savills<sup>11</sup> and Knight Frank<sup>12</sup> cite a shortage in supply of land as an issue in terms of market constraint that means limited deals are taking place. Knight Frank indicate that Covid-19 may result in farmland being seen as attractive, safe investment

<sup>11</sup> <https://www.savills.co.uk/property-values/rural-land-values.aspx>

<sup>12</sup> <https://www.knightfrank.co.uk/research/article/2020-03-24-covid-rural-update>

which could stimulate demand and result in price growth akin to that post Global Financial Crisis. Their optimism is tempered by the ongoing uncertainty which remains around Brexit (which forced the current downward trends. However, they are cautiously optimistic that the slight increase in land over the last 6 months will continue to see a recover in supply, although this is not yet evident in the East, which is on the wrong side of a regional disparity in supply.

- 3.20 Savills also highlight the potential impact of the net zero agenda, which could result in farming businesses being asked to offset their carbon emissions at farm level; these areas of less productive farmland may be of increasing importance to the business itself for carbon sequestration and reaching a net zero target.
- 3.21 As with development land, the market will have to be closely monitored moving forwards but we consider it unlikely prices for agricultural land are going to increase significantly in the short to medium term. In the following chapter, we consider more regional and local evidence to inform our Benchmark Land Value assumptions for both greenfield and brownfield scenarios.

## 4 Agricultural Land Values

- 4.1 Agricultural land values will vary dependent upon a number of variables including access, water supply, topography and quality of soil / ground conditions. In determining a value per acre / hectare (ha) for agricultural land, we have searched EGi and CoStar for land sales and online databases for asking prices for land. We have also consulted with agents and industry.

### Agricultural Land Sales

- 4.2 There are limited transactions of farmland in and around Cambridgeshire. Due to this shortage of evidence we have extended our search beyond Cambridgeshire.

**Table 4-1 - Agricultural Land Transactions**

Address	Date	Site Area (acres / ha)	Price Paid	£ per acre / £ per hectare	Comment
Land west of Stoke Road, Stoke Ferry PE55	2021	581.31 ac / 235.25 ha	£5,340,000	£9,186 per ac / £22,699 per ha	Bare arable land
Alder Farm, Wimblington, PE15	2021	223.37 ac / 90.40 ha	£2,150,000	£9,625 per ac / £23,784 per ha	Arable land and 2x bungalows
Pooley Farm, Northwold, Norfolk, IP26	2021	324.37 ac / 131.27 ha	£3,000,000	£9,249 per ac / £22,854	Mixed arable and pasture land with woodland
Daintree Farm	2019	112 ac / 45.32 ha	£812,000	£7,250 per ac / £17,915 per ha	Bare arable land

Source: AspinallVerdi, 2021

- 4.3 Land sales ranged from £7,2550 to £9,625 per acre.

**Table 4-2 - Agricultural Land Asking Prices**

Address	Site Area (acres / ha)	Asking Price	£ per acre / £ per hectare
Goredike Bank, Gorefield, Wisbech, PE13 4QF, Cambridgeshire	143 acres/57.87 ha	£1,125,000	£7,867 per ac / 19,440 per ha
Hill Farm, Church Road, Wentworth, Ely, CB6 3QE	127.43 acres/51.57 ha	£1,400,000	£10,986 per ac / £27,147 per ha

Address	Site Area (acres / ha)	Asking Price	£ per acre / £ per hectare
Lower Glebe Farm, Glanton	179.83 acres/72.78ha	£1,350,000	£7,507 per ac / £18,550 per ha
Arable Land, Crowland Road, Eye Green, Peterborough, Cambridgeshire, PE6 7TP	79.67 acres/32.24 ha	£612,500	£7,688 per ac / £18,997 per ha

Source: AspinallVerdi '200924 SDC Land Values Research\_v4'

4.4 The following arable land is currently for sale for agricultural purposes:

- Crowland Road, Eye Green, Peterborough 79.67 acres / 32.24 ha  
£612,500 £7,689 per acre / £18,988 per ha

4.5 We have also found 2 greenfield agricultural sites advertised for sale that benefits from hope value. This is:

- Hill Farm, Newborough, Peterborough, PE6 7RX, Cambridgeshire 166.50 acres/67.38 ha  
£5,000,000 £30,030 per acre/£74,204 per ha
- Mayfield Heath Farm, Sapley Road, Huntingdon, Cambridgeshire 13.30 acres/5.38 ha  
£545,000 £40,977 per acre/£101,255 per ha

4.6 We have had reference to the latest version of the MHCLG 'Land value estimates for policy appraisal'. The evidence is prepared by the VOA from April 2019. The figure for the Greater Cambridge and Greater Peterborough area is £8,498 per acre.

4.7 The evidence indicates land values sit in the region of £7,000 - £11,000 per acre. In light of this evidence, we believe that an EUV of £10,000 per acre would be a robust starting point.

## Paddock Land Values

4.8 We classify paddock land as small scale agricultural / 'pony paddock' land which is on the edge of an existing settlement and generally 1 acre in size. This type of land typically has 'hope value' attached, perhaps due to a lapsed extant planning permission or that the site (or a neighbouring site) has been identified as one with development potential.

4.9 No paddock land listings were found in Cambridgeshire, so we extended our search elsewhere. The closest we could find were in the Oxfordshire areas. Below are the ones from South Oxfordshire:



Table 4-3 - Paddock Land Transactions

Land Address/Site Name	Site Area (acres)	Value £	Value (£/acres)	Value (£/ha)	Date of Evidence
Nuffield, Henley on Thames	7.43	£250,000	£33,647	£83,143	June 2021
Timbers Lane, Nuffield, Henley on Thames	2.50	£200,000	£32,415	£80,097	June 2021
Timbers Lane, Nuffield, Henley on Thames	13.98	£375,000	£26,824	£66,282	June 2021
Lot 7 – Land Behind 80 High Street, Dorchester-on-Thames	1.15 (0.47 ha)	£50,000	£43,478	£107,435	July 2017
Land at Fieldside, Long Wittenham, Abingdon	0.30 (0.12 ha)	£25,000	£83,333	£205,917	July 2017
Land at Wells Farmhouse, Haseley Road, Little Milton, Oxfordshire, OX44 7PP	3.48 (1.41 ha)	£100,000	£28,736	£71,007	July 2017

## 5 Residential Development Land

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- 5.1 For the purpose of this research, residential development land is land which has either obtained planning permission or has outline planning consent for residential use and/or is allocated for residential development within the Council's adopted policy documents.
- 5.2 As with agricultural land, we have utilised EGi, CoStar and the existing evidence base for transactional evidence as well as the asking values of sites currently listed on Rightmove and local agent websites to determine a value per acre / hectare. Depending upon the availability of information, this process tries to gauge an understanding into what typical market values are for residential land (greenfield and/or brownfield).
- 5.3 Careful consideration has to be given to whether the values are aspirational and / or may not represent policy compliant market values. It should be noticed that within our database of evidence we have carried out background research wherever possible into the planning consent the site has, and whether that is policy compliant or not. More weight is given to evidence which is policy compliant. However, it is difficult to be certain that developers have not offered values (and landowners have not asked for values) which are not sustainable in planning policy terms and therefore challenge viability at detailed planning stage. This practice is contrary to the NPPF/PPG (February 2019).
- 5.4 We also recognise that it is difficult to generalise what a 'typical' greenfield or brownfield residential development site is worth across a District given that all sites are unique. It is therefore important to reiterate that this is a plan-wide study and thus the purpose of our research is to establish a suitable Benchmark Land Value for the respective typologies of development to be appraised, utilising both existing use and market values for greenfield and brownfield land. The BLV does not mean that this is the price that the land has to transact at in the District – it is simply the benchmark for Plan viability purposes.

## Greenfield Sites

5.5 We have found the following transactions for greenfield residential land within Cambridgeshire:

**Table 5-1 - Greenfield Development Land Achieved Values**

Address	Date of Evidence	Site Area (acres / ha)	Value £	£ per acre / £ per hectare	Comment
Sheepfold Lane, South Cambridgeshire, CB23	26/05/2021	19.20 acres/7.77 ha	£12,900,000	£671,875 per acre/£1,660,203 per ha	Policy compliant open market transaction with planning approved for 275 dwellings.
Land east of Cardinal West, Godmanchester, Huntingdon	02/04/2020	7.14 acres / 2.89 hectares	£3,270,000	£457,983 per acre / £1,131,487 per hectare	Policy compliant transaction with outline permission for 59 dwellings
Huntingdon Rd - North West Cambridge Development Land, CB3 0LG	21/11/2019	4.65 acres/1.88 ha	£5,521,036	£1,129,255 per acre/2,790,389 per ha	Non policy compliant development land
2 Cromwell Rd, St Neots Cambridgeshire, PE19 1QN	17/01/2020	5.44 acres/2.20 ha	£2,399,013	£440,995 per acre/£1,089,699 per ha	Site is allocated for 80 dwellings
St Mary's Road, Huntingdon Cambridgeshire, PE26 2SL	16/11/2018	6.31 acres/2.55 ha	£1,296,345	£205,443 per acre/£507,650 per ha	

Source: AspinallVerdi Research

5.6 We are aware of one greenfield residential development site advertised for sale (at the time of writing):

- Residential Development Siteland South Of 119-139 Main Street, Yaxley Nr. Peterborough, PE7 3LP – 1 acre (0.40 hectares), located in Yaxley, marketed on EGi as residential development land, situated immediately south of Peterborough. This is urban infill land abutting existing residential development. The asking price is £720,000, equating to £720,000 per acre (1,779,120 per hectare)

5.7 We have had reference to the latest version of the MHCLG 'Land value estimates for policy appraisal'. The evidence is prepared by the VOA from April 2019. The Cambridge Local Authority area figure is £6,250,000 per hectare. It is important to note that this figure assumes no affordable housing, and is based on a hypothetical site of 1 ha (35 two storeys, 2/3/4 bed dwellings, total floor area of 3,150 sqm) with no abnormalities and low risk e.g. existing road frontage, no flood risk, with planning permission etc, and a net developable area of 80% of gross.

## Brownfield Sites

5.8 We have found evidence of 4 x transactions for brownfield residential development land within the District. These are summarised in Table 5-2.

**Table 5-2 - Brownfield Development Land Achieved Values**

Address	Date of Evidence	Site Area (acres / ha)	Value £	£ per acre / £ per hectare	Comment
Plots 7 & 8 Fletton Quays, Peterborough, PE2 8TY	01/03/2021	1.41 acres/0.57 ha	£900,000	£638,298 per acre/£1,577,234 per ha	This plot is located along the river Nene, just outside the Cambridgeshire district in Peterborough
Maskew Avenue, Peterborough, PE1 2BT	09/11/2020	8.63 acres / 3.49 ha	£5,000,000	£579,374 per acre / £1,432,664 per hectare	Derelict land alongside a retail park sold to a JV for industrial/commercial uses
Lakes Business Park, Potton Road, Fenstanton, PE28 9QR	07/09/2020	3.44 acres/1.39 hectares	£1,700,000	£494,186 per acre/1,221,134 per ha	The plot is located on Lakes Business Park at the junctions of the A14 and A1096 close to the historic market town of St Ives. St Ives is North West of Cambridge and North of London.
Elm High Rd - Land at Wisbech Campus PE13 2SJ	02/10/2020	13.72 acres/5.55 ha	£3,684,177	£268,526 per acre/£663,528 per ha	Around 137 homes will be built on the former site of College of West Anglia in Wisbech.
Plot 202, Lancaster Way Business Park, Lancaster Way, Ely, CB6 3NW.	01/02/2018	1.75 acres/ 0.71 ha	£700,000	£400,000 per gross acre / £988,400 per gross ha	
Development plot Lancaster Way Business Park, Lancaster Way CB6 3NW	01/04/2019	1.56 acres/ 0.63 ha	£678,600	£435,000 per gross acre / £1,074,885 per ha	

Address	Date of Evidence	Site Area (acres / ha)	Value £	£ per acre / £ per hectare	Comment
Plots 7 and 8, Lakes Business Park, Potton Road, Fenstanton, PE28 9QR	01/02/2019	1.6 acre/ 0.65 ha	£618,000	£386,250 per acre / £954,423 per ha	

Source: AspinallVerdi Research

## 6 Benchmark Land Value Assumptions

### Residential sites – greenfield land value assessment

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- 6.1 In a greenfield context, we consider the existing use to be agricultural land for any potential proposed development in the draft Local Plan. This report sets out our evidence and research into land values. Our evidence suggests that an EUV of £10,000 per acre would be a robust starting point. We have then applied a 10x multiplier to this to establish a benchmark land value for our viability testing purposes
- 6.2 We have used agricultural land values because this is the closest use that reflects the existing use of the greenfield development sites coming forward. We do recognise that some of the greenfield sites differ in their uses, for example, former playing pitches and bare land. But there is no evidence readily available to base a value for these existing uses. Therefore, in taking a pragmatic approach we have used agricultural land values for all greenfield sites because there are few alternatives uses other than agricultural.

### Residential sites – brownfield land value assessment

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- 6.3 Our evidence for brownfield land indicates an EUV in the region of £250,000 to £650,000 per acre. In light of this evidence, we believe that an EUV of £400,000 per acre would be a robust starting point. We have then applied a 20% premium to establish a benchmark land value for our Local Plan testing.

### Residential sites – conclusion land value assessment

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- 6.4 We have not varied the land values by our value zones as there is no evidence to suggest this is required.
- 6.5 The benchmark land values, do in our opinion, strike that balance between the competing interests (developers, landowners and the aims of the planning system) whilst still securing the maximum benefits in the public interest through the granting of planning permission – therefore meeting the aims of the PPG.
- 6.6 Should the residual land value exceed the benchmark land value once all abnormal and policies costs are taken into account in the appraisal, then there is scope for the landowner to secure a higher premium. Should any site-specific assessments incur any additional costs that have not been allowed for in our benchmark land value assessments then these costs need to be reflected in a reduced land value. In this respect these brownfield BLVs are considered to be conservative and provide an inherent 'buffer' as

sites which are the most obsolete are likely to come forward more quickly and at conceivably lower values.

6.7 The table below summarises our benchmark land value assumptions for plan making purposes.

**Table 6-1 - Benchmark Land Value Summary Table**

Typology	Ref.	Greenfield /Brownfield	EUV -					Uplift Multiplier	BLV -	
			(per acre) (gross)	(per ha) (gross)	Net: Gross (%)	(per acre) (net)	(per ha) (net)		(per acre) (net developable)	(per ha) (net developable) (rounded)
Residential	AAP (1)	Brownfield	£400,000	£988,400	70%	£571,429	£1,412,000	20%	£685,714	£1,693,714
Residential	AAP (2)	Brownfield	£400,000	£988,400	75%	£533,333	£1,317,867	20%	£640,000	£1,580,800
Residential	Cambridge East Airport	Greenfield	£10,000	£24,710	60%	£16,667	£41,183	11.2	£202,817	£500,958
Residential	Cambourne	Greenfield	£10,000	£24,710	60%	£16,667	£41,183	9.0	£166,667	£411,667
Residential	Urban A	Brownfield	£400,000	£988,400	70%	£571,429	£1,412,000	20%	£685,714	£1,693,714
Residential	Urban B	Brownfield	£400,000	£988,400	95%	£421,053	£1,040,421	20%	£505,263	£1,248,000
Residential	Urban C	Brownfield	£400,000	£988,400	75%	£533,333	£1,317,867	20%	£640,000	£1,580,800
Residential	Edge A	Greenfield	£10,000	£24,710	50%	£20,000	£49,420	9.0	£200,000	£494,000
Residential	Edge B	Greenfield	£10,000	£24,710	50%	£20,000	£49,420	9.0	£200,000	£494,000
Residential	Edge C	Greenfield	£10,000	£24,710	70%	£14,286	£35,300	9.0	£142,857	£352,857
Residential	Edge D	Brownfield	£400,000	£988,400	50%	£800,000	£1,976,800	20%	£960,000	£2,371,200
Residential	Edge E	Brownfield	£400,000	£988,400	50%	£800,000	£1,976,800	20%	£960,000	£2,371,200
Residential	New Settlement A	Greenfield	£10,000	£24,710	50%	£20,000	£49,420	9.0	£200,000	£494,000
Residential	New Settlement B	Greenfield	£10,000	£24,710	50%	£20,000	£49,420	9.0	£200,000	£494,000
Residential	Dispersal villages A	Greenfield	£10,000	£24,710	90%	£11,111	£27,456	9.0	£111,111	£274,444
Residential	Dispersal villages B	Brownfield	£400,000	£988,400	90%	£444,444	£1,098,222	20%	£533,333	£1,317,333
Residential	Dispersal villages C	Greenfield	£10,000	£24,710	75%	£13,333	£32,947	9.0	£133,333	£329,333
Residential	Dispersal villages D	Brownfield	£400,000	£988,400	75%	£533,333	£1,317,867	20%	£640,000	£1,580,800

Source: AspinallVerdi, 2021



## BLV Caveats

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- 6.8 It is important to note that the EUVs/BLV's contained herein are for 'high-level' Plan / CIL viability purposes and the appraisals should be read in the context of the BLV sensitivity table (contained within the appraisals). It is important to emphasise that the adoption of a particular BLV £ in the base-case appraisal typologies in no way implies that this figure can be used by applicants to negotiate site specific planning applications. Where sites have obvious abnormal costs, these costs should be deducted from the value of the land. The land value for site specific viability appraisals should be thoroughly evidenced having regard to the existing use value of the site (as is best practice in the NPPG). This report is for plan-making purposes and is 'without prejudice' to future site-specific planning applications.
- 6.9 Furthermore, we are not saying that land can only be acquired in the District for these EUVs/ BLV's. As the appraisals show there is often a surplus between the RLV and BLV which could be put to a stronger land bid or retained as profit. Conversely, if a site has high abnormal costs then then land may be worth less than the BLV presented. Furthermore, the sensitivity scenarios show the impact on the surplus (i.e. difference between RLV and BLV) for various levels of BLV and profit (%).

## Call for Evidence

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- 6.10 The BLV assumptions are fundamental to the Plan/CIL viability as, if landowners minimum land value expectations cannot be achieved due to Policy obligation this could lead to under-delivery.
- 6.11 We are therefore keen to obtain further land value evidence to add to our database. We would welcome more comparable land value evidence for all land uses (residential, commercial and retail). We need specific details of:
- the transaction date;
  - net and gross site area;
  - price paid;
  - greenfield / brownfield (existing use);
  - planning consent (including affordable housing % and S106 details);
  - abnormal costs.
- 6.12 Any confidential information will be treated as such.

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Scheme Ref: **Urban A**  
 No Units: **700** Location / Value Zone: **Mid** Development Scenario: **Brownfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			700 Units						
AH Policy requirement (% Target)			40%						
AH tenure split %			Affordable Rent:		50.0%		60.0% % Rented		
			Social Rent:		10.0%				
			First Homes:		25.0%				
			Other Intermediate (LCHO/Sub-Market etc.):		15.0%		16.0% % of total (>10% for NPPF para 64.)		
Open Market Sale (OMS) housing			60%						
			100% 100.0%						
CIL Rate (£ psm)			0.00 £ psm						
Unit mix -									
	Mkt Units mix%	MV # units		AH mix%	AH # units		Overall mix%	Total # units	
1 bed House	0.0%	0.0		0.0%	0.0		0%	0.0	
2 bed House	10.0%	42.0		18.8%	52.5		14%	94.5	
3 bed House	45.0%	189.0		25.0%	70.0		37%	259.0	
4 bed House	30.0%	126.0		7.5%	21.0		21%	147.0	
5 bed House	0.0%	0.0		0.0%	0.0		0%	0.0	
1 bed Flat	5.0%	21.0		30.0%	84.0		15%	105.0	
2 bed Flat	10.0%	42.0		18.8%	52.5		14%	94.5	
Total number of units	100.0%	420.0		100.0%	280.0		100%	700.0	
OMS Unit Floor areas -									
	Net area per unit (sqm)	(sqft)		Net to Gross %			Gross (GIA) per unit (sqm)	(sqft)	
				%					
1 bed House	0.0	0					0.0	0	
2 bed House	75.0	807					75.0	807	
3 bed House	97.0	1,044					97.0	1,044	
4 bed House	150.0	1,615					150.0	1,615	
5 bed House	0.0	0					0.0	0	
1 bed Flat	50.0	538		85.0%			58.8	633	
2 bed Flat	70.0	753		85.0%			82.4	886	
AH Unit Floor areas -									
	Net area per unit (sqm)	(sqft)		Net to Gross %			Gross (GIA) per unit (sqm)	(sqft)	
				%					
1 bed House	0.0	0					0.0	0	
2 bed House	75.0	807					75.0	807	
3 bed House	97.0	1,044					97.0	1,044	
4 bed House	124.0	1,335					124.0	1,335	
5 bed House	0.0	0					0.0	0	
1 bed Flat	50.0	538		85.0%			58.8	633	
2 bed Flat	70.0	753		85.0%			82.4	886	
Total Gross Floor areas -									
	Mkt Units GIA (sqm)	(sqft)		AH units GIA (sqm)	(sqft)		Total GIA (all units) (sqm)	(sqft)	
1 bed House	0	0		0	0		0	0	
2 bed House	3,150	33,906		3,938	42,383		7,088	76,289	
3 bed House	18,333	197,335		6,790	73,087		25,123	270,422	
4 bed House	18,900	203,438		2,604	28,029		21,504	231,467	
5 bed House	0	0		0	0		0	0	
1 bed Flat	1,235	13,297		4,941	53,186		6,176	66,483	
2 bed Flat	3,459	37,230		4,324	46,538		7,782	83,769	
	45,077	485,206		22,596	243,224		67,673	728,430	
AH % by floor area:			33.39% AH % by floor area due to mix						
Open Market Sales values (£) -									
	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)					
		#DIV/0!	#DIV/0!						
1 bed House	0			0					
2 bed House	400,000	5,333	495	37,800,000					
3 bed House	500,000	5,155	479	129,500,000					
4 bed House	670,000	4,467	415	98,490,000					
5 bed House	0	#DIV/0!	#DIV/0!	0					
1 bed Flat	300,000	6,000	557	31,500,000					
2 bed Flat	365,000	5,214	484	34,492,500					
				331,782,500					
Affordable Housing values (£) -									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £	% of MV	Intermediate £	% of MV	
1 bed House	0	50%	0	40%	0	70%	0	70%	
2 bed House	200,000	50%	160,000	40%	250,000	70%	280,000	70%	
3 bed House	250,000	50%	200,000	40%	250,000	70%	350,000	70%	
4 bed House	335,000	50%	268,000	40%	250,000	70%	469,000	70%	
5 bed House	0	50%	0	40%	0	70%	0	70%	
1 bed Flat	150,000	50%	120,000	40%	210,000	70%	210,000	70%	
2 bed Flat	182,500	50%	146,000	40%	250,000	70%	255,500	70%	

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Scheme Ref: **Urban A**  
 No Units: **700** Location / Value Zone: **Mid** Development Scenario: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	42.0	@	400,000	16,800,000
3 bed House	189.0	@	500,000	94,500,000
4 bed House	126.0	@	670,000	84,420,000
5 bed House	0.0	@	0	-
1 bed Flat	21.0	@	300,000	6,300,000
2 bed Flat	42.0	@	365,000	15,330,000
	420.0			217,350,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	26.3	@	200,000	5,250,000
3 bed House	35.0	@	250,000	8,750,000
4 bed House	10.5	@	335,000	3,517,500
5 bed House	0.0	@	0	-
1 bed Flat	42.0	@	150,000	6,300,000
2 bed Flat	26.3	@	182,500	4,790,625
	140.0			28,608,125
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	5.3	@	160,000	840,000
3 bed House	7.0	@	200,000	1,400,000
4 bed House	2.1	@	268,000	562,800
5 bed House	0.0	@	0	-
1 bed Flat	8.4	@	120,000	1,008,000
2 bed Flat	5.3	@	146,000	766,500
	28.0			4,577,300
<b>First Homes GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	13.1	@	250,000	3,281,250
3 bed House	17.5	@	250,000	4,375,000
4 bed House	5.3	@	250,000	1,312,500
5 bed House	0.0	@	0	-
1 bed Flat	21.0	@	210,000	4,410,000
2 bed Flat	13.1	@	250,000	3,281,250
	70.0			16,660,000
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	7.9	@	280,000	2,205,000
3 bed House	10.5	@	350,000	3,675,000
4 bed House	3.2	@	469,000	1,477,350
5 bed House	0.0	@	0	-
1 bed Flat	12.6	@	210,000	2,646,000
2 bed Flat	7.9	@	255,500	2,012,063
	42.0	280.0		12,015,413
<b>Sub-total GDV Residential</b>				<b>279,210,838</b>
AH on-site cost analysis:				
777 £ psm (total GIA sqm)				
EMV (no AH) less EGDV (inc. AH)				52,571,663
75,102 £ per unit (total units)				
<b>Grant</b>				
280	AH units @	0	per unit	-
<b>Total GDV</b>				<b>279,210,838</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Statutory Planning Fees (Residential)				(112,559)
Planning Application Professional Fees, Surveys and reports				(340,000)
CIL	45,077 sqm (Market only)	0.00 £ psm		-
	0.00% % of GDV	0 £ per unit (total units)		
<b>CIL analysis:</b>				
Site Specific S106 Contributions	Net zero carbon housing	12,880 per dwelling		(6,446,440)
	Net zero carbon flats	5% build cost		(963,857)
	Green belt loss mitigation	1,000 per dwelling		(700,000)
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	700 units @	0 per unit	-
<b>S106 analysis:</b>				
868,960 £ per ha				
2.90% % of GDV				
11,586 £ per unit (total units)				(8,110,297)
<b>AH Commuted Sum</b>				
67,673 sqm (total)				
<b>Comm. Sum analysis:</b>				
0.00% % of GDV				

Scheme Ref: Urban A  
No Units: 700      Location / Value Zone: Mid      Development Scenario: Brownfield  
Notes:

cont./

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Scheme Ref: **Urban A**  
 No Units: **700** Location / Value Zone: **Mid** Development Scenario: **Brownfield**  
 Notes:

<b>Construction Costs -</b>			
Site Clearance, Demolition & Remediation	9.33 ha @	123,550 £ per ha (if brownfield)	(1,153,133)
Net Biodiversity Gain @ 20%	700 units @	289 £ per unit	(202,419)
<b>Site Infrastructure costs -</b>			
Year 1	0		-
Year 2	0		-
Year 3	0		-
Year 4	0		-
Year 5	0		-
Year 6	0		-
Year 7	0		-
Year 8	0		-
Year 9	0		-
Year 10	0		-
Year 11	0		-
Year 12	0		-
Year 13	0		-
Year 14	0		-
Year 15	0		-
total	700 units @	30,000 per unit	(21,000,000)
<b>Infra. Costs analysis: 2,250,000 £ per ha 7.52% % of GDV 30,000 £ per unit (total ui) (21,000,000)</b>			
1 bed House	- sqm @	1,234 psm	-
2 bed House	7,088 sqm @	1,234 psm	(8,745,975)
3 bed House	25,123 sqm @	1,234 psm	(31,001,782)
4 bed House	21,504 sqm @	1,234 psm	(26,535,936)
5 bed House	- sqm @	1,234 psm	-
1 bed Flat	6,176 sqm @	1,381 psm	(8,529,706)
2 bed Flat	67,673 7,782 sqm @	1,381 psm	(10,747,429)
External works	85,560,828 @	15.0%	(12,834,124)
<b>Ext. Works analysis: 18,334 £ per unit</b>			
M4(2) Category 2 Housing	Aff units 280 units @	100% @	586 £ per unit (164,080)
M4(3) Category 3 Housing	Aff units 280 units @	5% @	11,386 £ per unit (159,404)
M4(2) Category 2 Housing	Mrkt units 420 units @	100% @	586 £ per unit (246,120)
M4(3) Category 3 Housing	Mrkt units 420 units @	5% @	11,386 £ per unit (239,106)
Carbon/Energy Reduction/FHS	700 units @		0 £ per unit -
EV Charging Points - Houses	501 units @		1,000 £ per unit (500,500)
EV Charging Points - Flats	50 units @		625 £ per unit (31,172)
Water Efficiency	700 units @		3,106 £ per unit (2,174,200)
Contingency (on construction)	124,265,087 @	5.0%	(6,213,254)
<b>Professional Fees</b>	124,265,087 @	10.0%	(12,426,509)
<b>Disposal Costs -</b>			
OMS Marketing and Promotion	217,350,000 OMS @	3.00%	9,315 £ per unit (6,520,500)
Residential Sales Agent Costs	217,350,000 OMS @	1.00%	3,105 £ per unit (2,173,500)
Residential Sales Legal Costs	217,350,000 OMS @	0.25%	776 £ per unit (543,375)
Affordable Sale Legal Costs			lump sum (10,000)
<b>Disposal Cost analysis: 13,211 £ per unit</b>			
<b>Interest (on Development Costs) -</b>	7.50% APR	0.604% pcm	(1,849,297)
<b>Developers Profit -</b>			
Profit on OMS	217,350,000	20.00%	(43,470,000)
Margin on AH	61,860,838	6.00% on AH values	(3,711,650)
<b>Profit analysis: 279,210,838 16.90% blended GDV (47,181,650)</b>			
<b>162,564,377 29.02% on costs (47,181,650)</b>			
<b>TOTAL COSTS</b>			<b>(209,746,027)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>			
Residual Land Value (gross)			69,464,810
SDLT	69,464,810 @	HMRC formula	(3,462,741)
Acquisition Agent fees	69,464,810 @	1.0%	(694,648)
Acquisition Legal fees	69,464,810 @	0.5%	(347,324)
Interest on Land	69,464,810 @	7.50%	(5,209,861)
Residual Land Value			<b>59,750,237</b>
<b>RLV analysis: 85,357 £ per plot 6,401,811 £ per ha 2,590,777 £ per acre 21.40% % RLV / GDV</b>			

<b>BENCHMARK LAND VALUE (BLV)</b>			
Residential Density (Net)	75.0 dph		
Site Area (Net)	9.33 ha	23.06 acres	
Benchmark Land Value (Net)	22,592 £ per plot	1,694,399 £ per ha	685,714 £ per acre
<b>BLV analysis: Density 7,251 sqm/ha 31,585 sqft/ac</b>			
			<b>15,814,393</b>

<b>BALANCE</b>			
Surplus/(Deficit)	4,707,412 £ per ha	1,905,063 £ per acre	<b>43,935,843</b>

Scheme Ref: Urban A  
No Units: 700      Location / Value Zone: Mid      Development Scenario: Brownfield  
Notes:

Scheme Ref:

Urban A

No Units:

700

Location / Value Zone:

Mid

Development Scenario:

Brownfield

Notes:

**SENSITIVITY ANALYSIS**

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	1,905,063	25%	30%	35%	40%	45%	50%	55%
CIL Epsm 0.00	1000.00	250,582	214,950	179,318	143,685	108,053	72,421	36,783
	1010.00	227,754	193,679	159,591	125,476	91,361	57,246	23,131
	1020.00	204,896	172,345	139,795	107,244	74,669	42,071	9,474
	1030.00	182,038	151,011	119,984	88,958	57,931	28,897	(4,183)
	1040.00	159,138	129,677	100,174	70,671	41,168	11,666	(17,840)
	1050.00	136,181	108,253	80,326	52,385	24,406	(3,573)	(31,552)
	1060.00	113,224	86,827	60,430	34,033	7,635	(18,812)	(45,267)
	1070.00	90,236	65,401	40,534	15,667	(9,200)	(34,067)	(58,982)
	1080.00	67,177	43,898	20,618	(2,698)	(26,035)	(49,371)	(72,707)
	1090.00	44,119	22,377	634	(21,108)	(42,869)	(64,675)	(86,481)
	1100.00	21,024	866	(19,350)	(39,555)	(59,760)	(79,980)	(100,255)
	1110.00	(2,138)	(20,743)	(39,348)	(58,001)	(76,670)	(95,338)	(114,029)
	1120.00	(25,301)	(42,362)	(59,423)	(76,483)	(93,579)	(110,710)	(127,841)
	1130.00	(48,520)	(63,980)	(79,497)	(95,013)	(110,530)	(126,082)	(141,676)
	1140.00	(71,790)	(85,692)	(99,594)	(113,543)	(127,516)	(141,488)	(155,511)
	1150.00	(95,060)	(107,410)	(119,761)	(132,111)	(144,502)	(156,930)	(169,358)
	1160.00	(118,421)	(129,149)	(139,928)	(150,727)	(161,526)	(172,372)	(183,256)
	1170.00	(141,801)	(150,970)	(160,138)	(169,343)	(178,591)	(187,839)	(197,153)
	1180.00	(165,210)	(172,791)	(180,401)	(188,011)	(195,655)	(203,352)	(211,051)
	1190.00	(188,703)	(194,673)	(200,663)	(206,715)	(212,766)	(218,865)	(225,010)
	1200.00	(212,195)	(216,599)	(221,003)	(225,419)	(229,912)	(234,404)	(238,972)
	1210.00	(235,780)	(238,534)	(241,364)	(244,202)	(247,057)	(249,991)	(252,934)
	1220.00	(259,389)	(260,569)	(261,749)	(262,996)	(264,267)	(265,577)	(266,953)
	1230.00	(283,049)	(282,603)	(282,209)	(281,815)	(281,495)	(281,201)	(280,981)
	1240.00	(306,776)	(304,713)	(302,670)	(300,702)	(298,734)	(296,863)	(295,009)
	1250.00	(330,526)	(326,858)	(323,214)	(319,589)	(316,047)	(312,524)	(309,098)

**TABLE 2**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	1,905,063	25%	30%	35%	40%	45%	50%	55%
Site Specific S106 11,586	50,000	1,098,711	914,959	730,871	546,352	361,304	175,503	(11,371)
	55,000	961,350	777,156	592,546	407,425	221,525	34,620	(153,835)
	60,000	823,440	638,740	453,522	267,548	80,611	(107,764)	(298,266)
	65,000	684,935	499,585	313,570	126,602	(61,693)	(251,951)	(445,248)
	70,000	545,648	359,593	172,594	(15,622)	(205,645)	(398,384)	(595,546)
	75,000	405,615	218,585	30,426	(159,422)	(351,680)	(547,737)	(750,198)
	80,000	264,576	76,453	(113,212)	(305,075)	(500,245)	(700,829)	(907,159)
	85,000	122,480	(67,002)	(258,526)	(453,003)	(652,101)	(857,370)	(1,065,313)
	90,000	(20,863)	(212,098)	(405,954)	(603,831)	(807,838)	(1,014,951)	(1,224,836)
	95,000	(165,679)	(359,063)	(555,946)	(758,306)	(964,969)	(1,173,846)	(1,385,787)
	100,000	(312,270)	(508,335)	(709,110)	(915,048)	(1,123,192)	(1,333,935)	(1,548,078)
	105,000	(460,943)	(660,427)	(865,477)	(1,072,829)	(1,282,543)	(1,495,280)	(1,711,912)
	110,000	(612,125)	(815,945)	(1,022,778)	(1,231,679)	(1,443,183)	(1,658,053)	(1,877,092)
	115,000	(766,446)	(972,858)	(1,181,070)	(1,391,608)	(1,605,019)	(1,822,067)	(2,043,898)
	120,000	(923,117)	(1,130,708)	(1,340,376)	(1,552,630)	(1,768,028)	(1,987,440)	(2,751,921)

**TABLE 3**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	1,905,063	25%	30%	35%	40%	45%	50%	55%
Profit 20.0%	15.0%	2,958,137	2,742,194	2,526,252	2,310,309	2,094,367	1,878,424	1,662,456
	16.0%	2,856,825	2,647,637	2,438,448	2,229,260	2,020,072	1,810,883	1,601,670
	17.0%	2,755,514	2,553,079	2,350,645	2,148,211	1,945,777	1,743,342	1,540,883
	18.0%	2,654,202	2,458,522	2,262,842	2,067,162	1,871,482	1,675,801	1,480,096
	19.0%	2,552,891	2,363,965	2,175,039	1,986,113	1,797,187	1,608,260	1,419,309
	20.0%	2,451,579	2,269,407	2,087,235	1,905,063	1,722,891	1,540,720	1,358,522

**TABLE 4**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	1,905,063	25%	30%	35%	40%	45%	50%	55%
BLV (£ per acre) 685,714	600,000	2,537,293	2,355,121	2,172,949	1,990,777	1,808,605	1,626,434	1,444,236
	620,000	2,517,293	2,335,121	2,152,949	1,970,777	1,788,605	1,606,434	1,424,236
	640,000	2,497,293	2,315,121	2,132,949	1,950,777	1,768,605	1,586,434	1,404,236
	660,000	2,477,293	2,295,121	2,112,949	1,930,777	1,748,605	1,566,434	1,384,236
	680,000	2,457,293	2,275,121	2,092,949	1,910,777	1,728,605	1,546,434	1,364,236
	700,000	2,437,293	2,255,121	2,072,949	1,890,777	1,708,605	1,526,434	1,344,236
	720,000	2,417,293	2,235,121	2,052,949	1,870,777	1,688,605	1,506,434	1,324,236
	740,000	2,397,293	2,215,121	2,032,949	1,850,777	1,668,605	1,486,434	1,304,236
	760,000	2,377,293	2,195,121	2,012,949	1,830,777	1,648,605	1,466,434	1,284,236
	780,000	2,357,293	2,175,121	1,992,949	1,810,777	1,628,605	1,446,434	1,264,236
	800,000	2,337,293	2,155,121	1,972,949	1,790,777	1,608,605	1,426,434	1,244,236
	820,000	2,317,293	2,135,121	1,952,949	1,770,777	1,588,605	1,406,434	1,224,236
	840,000	2,297,293	2,115,121	1,932,949	1,750,777	1,568,605	1,386,434	1,204,236
	860,000	2,277,293	2,095,121	1,912,949	1,730,777	1,548,605	1,366,434	1,184,236
	880,000	2,257,293	2,075,121	1,892,949	1,710,777	1,528,605	1,346,434	1,164,236
	900,000	2,237,293	2,055,121	1,872,949	1,690,777	1,508,605	1,326,434	1,144,236



Scheme Ref:

Urban A

No Units:

700

Location / Value Zone:

Mid

Development Scenario:

Brownfield

Notes:

TABLE 5		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	1,905,063	25%	30%	35%	40%	45%	50%	55%
Density (dph) 75.0	35	748,696	663,682	578,650	493,596	408,542	323,489	238,422
	40	961,556	864,398	767,239	670,058	572,854	475,650	378,446
	45	1,174,417	1,065,113	955,810	846,507	737,166	627,811	518,457
	50	1,387,277	1,265,829	1,144,381	1,022,933	901,478	779,973	658,468
	55	1,600,137	1,466,545	1,332,952	1,199,359	1,065,766	932,134	798,479
	60	1,812,998	1,667,260	1,521,523	1,375,785	1,230,048	1,084,296	938,489
	65	2,025,858	1,867,976	1,710,094	1,552,211	1,394,329	1,236,447	1,078,500
	70	2,238,719	2,068,692	1,898,665	1,728,637	1,558,610	1,388,583	1,218,511
	75	2,451,579	2,269,407	2,087,235	1,905,063	1,722,891	1,540,720	1,358,522
	80	2,664,440	2,470,123	2,275,806	2,081,490	1,887,173	1,692,856	1,498,533
	85	2,877,300	2,670,839	2,464,377	2,257,916	2,051,454	1,844,992	1,638,531

TABLE 6		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	1,905,063	25%	30%	35%	40%	45%	50%	55%
Build Cost 100% (105% = 5% increase)	98%	2,542,249	2,359,120	2,175,991	1,992,861	1,809,677	1,626,490	1,443,303
	100%	2,451,579	2,269,407	2,087,235	1,905,063	1,722,891	1,540,720	1,358,522
	102%	2,360,734	2,179,577	1,998,420	1,817,263	1,636,024	1,454,784	1,273,544
	104%	2,269,889	2,089,679	1,909,456	1,729,233	1,549,011	1,368,769	1,188,435
	106%	2,178,817	1,999,612	1,820,407	1,641,165	1,461,852	1,282,538	1,103,195
	108%	2,087,734	1,909,480	1,731,187	1,552,894	1,374,601	1,196,172	1,017,742
	110%	1,996,441	1,819,168	1,641,895	1,464,510	1,287,103	1,109,663	932,092
	112%	1,905,108	1,728,754	1,552,371	1,375,988	1,199,477	1,022,933	846,245
	114%	1,813,545	1,638,185	1,462,758	1,287,239	1,111,695	935,988	760,175
	116%	1,721,933	1,547,441	1,372,949	1,198,349	1,023,671	848,834	673,854
	118%	1,630,071	1,456,593	1,282,945	1,109,290	935,428	761,444	587,253
	120%	1,538,100	1,365,481	1,192,785	1,019,956	846,961	673,788	500,345

TABLE 7		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	1,905,063	25%	30%	35%	40%	45%	50%	55%
Market Values 100% (105% = 5% increase)	80%	893,092	814,560	736,028	657,496	578,964	500,431	421,899
	82%	1,050,163	961,181	872,198	783,215	694,232	605,249	516,266
	84%	1,206,837	1,107,435	1,008,034	908,632	809,231	709,829	610,428
	86%	1,363,176	1,253,383	1,143,591	1,033,799	924,006	814,214	704,379
	88%	1,519,242	1,399,082	1,278,923	1,158,763	1,038,579	918,371	798,163
	90%	1,675,098	1,544,591	1,414,043	1,283,489	1,152,936	1,022,382	891,829
	92%	1,830,699	1,689,818	1,548,937	1,408,056	1,267,175	1,126,294	985,373
	94%	1,986,121	1,834,926	1,683,732	1,532,537	1,381,283	1,230,028	1,078,774
	96%	2,141,437	1,979,888	1,818,339	1,656,790	1,495,241	1,333,692	1,172,135
	98%	2,296,527	2,124,692	1,952,857	1,781,022	1,609,139	1,437,236	1,265,333
	100%	2,451,579	2,269,407	2,087,235	1,905,063	1,722,891	1,540,720	1,358,522
	102%	2,606,441	2,414,004	2,221,566	2,029,105	1,836,596	1,644,087	1,451,579
	104%	2,761,250	2,558,492	2,355,734	2,152,975	1,950,217	1,747,455	1,544,610
	106%	2,915,984	2,702,974	2,489,901	2,276,822	2,063,744	1,850,665	1,637,586
	108%	3,070,571	2,847,255	2,623,939	2,400,623	2,177,270	1,953,871	1,730,471
	110%	3,225,158	2,991,536	2,757,914	2,524,293	2,290,671	2,057,050	1,823,357
	112%	3,379,664	3,135,811	2,891,889	2,647,962	2,404,035	2,160,107	1,916,180
	114%	3,534,049	3,279,904	3,025,758	2,771,613	2,517,398	2,263,165	2,008,932
	116%	3,688,434	3,423,997	3,159,559	2,895,121	2,630,683	2,366,223	2,101,684
	118%	3,842,820	3,568,089	3,293,359	3,018,629	2,743,899	2,469,169	2,194,436
	120%	3,997,058	3,712,119	3,427,160	3,142,137	2,857,115	2,572,092	2,287,070

TABLE 8		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	1,905,063	25%	30%	35%	40%	45%	50%	55%
Grant (£ per unit) -	5,000	2,485,129	2,309,700	2,134,244	1,958,787	1,783,331	1,607,874	1,432,418
	10,000	2,518,625	2,349,907	2,181,188	2,012,470	1,843,752	1,675,029	1,506,288
	15,000	2,552,122	2,390,103	2,228,083	2,066,064	1,904,045	1,742,026	1,580,007
	20,000	2,585,618	2,430,298	2,274,978	2,119,659	1,964,339	1,809,019	1,653,699
	25,000	2,619,115	2,470,494	2,321,873	2,173,253	2,024,628	1,875,954	1,727,281
	30,000	2,652,611	2,510,690	2,368,762	2,226,772	2,084,783	1,942,793	1,800,803
	35,000	2,686,108	2,550,854	2,415,549	2,280,243	2,144,937	2,009,632	1,874,287
	40,000	2,719,579	2,590,958	2,462,336	2,333,714	2,205,092	2,076,393	1,947,648
	45,000	2,752,999	2,631,061	2,509,123	2,387,185	2,265,162	2,143,085	2,021,009
	50,000	2,786,418	2,671,164	2,555,910	2,440,591	2,325,184	2,209,777	2,094,279
	55,000	2,819,837	2,711,267	2,602,683	2,493,945	2,385,207	2,276,415	2,167,487

## NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

210726 Cambridge strategic options residential appraisals\_v3

Scheme Ref: **Urban A**  
 No Units: **700** Location / Value Zone: **Mid** Development Scenario: **Brownfield**  
 Notes:

[ KPI's for Report Summary Table ]

[ note that this table is combined with other similar Scheme Typologies as a Summary table ]

[ please check that it captures the required KPI's that you would like carried forward to the Summary Table ]

Scheme Ref:	Urban A
No Units:	700
Location / Value Zone:	Mid
Development Scenario:	Brownfield
Notes:	0
Total GDV (£)	279,210,838
<b>Policy Assumptions</b>	
AH Target % (& mix):	40%
Affordable Rent:	50%
Social Rent:	10%
First Homes:	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%
CIL (£ psm)	-
CIL (£ per unit)	-
CIL Total (£)	-
Site Specific S106 (£ per unit)	11,586
Site Specific S106 Total (£)	8,110,297
Sub-total CIL+S106 (£ per unit)	11,586
Site Infrastructure (£ per unit)	30,000
Site Infrastructure Total (£)	21,000,000
Sub-total CIL+S106+Infrastructure (£ per unit)	41,586
<b>Profit KPI's</b>	
Developers Profit (% on OMS)	20.0%
Developers Profit (% on AH)	6.0%
Developers Profit (% blended)	16.90%
Developers Profit (% on costs)	29.02%
Developers Profit Total (£)	47,181,650
<b>Land Value KPI's</b>	
RLV (£/acre)	2,590,777
RLV (£/ha)	6,401,811
RLV (% of GDV)	21.40%
RLV Total (£)	59,750,237
BLV (£/acre)	685,714
BLV (£/ha)	1,694,399
BLV Total (£)	15,814,393
Surplus/Deficit (£/acre) [RLV-BLV]	1,905,063
Surplus/Deficit (£/ha)	4,707,412
Surplus/Deficit Total (£)	43,935,843
Surplus/Deficit (per unit)	62,765
Plan Viability comments	Viable

Viable	if RLV > BLV
Marginal	if RLV < BLV, but RLV is positive
Not Viable	if RLV < BLV, and RLV is negative

Scheme Ref: **Urban B**  
 No Units: **50** Location / Value Zone: **Mid** Development Scenario: **Brownfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme			50 Units					
AH Policy requirement (% Target)			40%					
AH tenure split %			Affordable Rent:		50.0%		60.0% % Rented	
			Social Rent:		10.0%			
			First Homes:		25.0%			
			Other Intermediate (LCHO/Sub-Market etc.):		15.0%			
Open Market Sale (OMS) housing			60%					16.0% % of total (>10% for NPPF para 64.)
			100% 100.0%					
CIL Rate (£ psm)			0.00 £ psm					
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units		
Studio	5.0%	1.5	7.5%	1.5	6%	3.0		
1 bed flat	30.0%	9.0	30.0%	6.0	30%	15.0		
2 bed flat	50.0%	15.0	37.5%	7.5	45%	22.5		
3 bed flat	15.0%	4.5	25.0%	5.0	19%	9.5		
[blank]	0.0%	0.0	0.0%	0.0	0%	0.0		
[blank]	0.0%	0.0	0.0%	0.0	0%	0.0		
[blank]	0.0%	0.0	0.0%	0.0	0%	0.0		
Total number of units	100.0%	30.0	100.0%	20.0	100%	50.0		
OMS Unit Floor areas -		Net area per unit	Net to Gross %		Gross (GIA) per unit			
		(sqm)	(sqft)			(sqm)	(sqft)	
Studio	40.0	431	85.0%	47.1		507		
1 bed flat	50.0	538	85.0%	58.8		633		
2 bed flat	75.0	807	85.0%	88.2		950		
3 bed flat	86.0	926	85.0%	101.2		1,089		
[blank]	0.0	0	85.0%	0.0		0		
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[blank]	0.0	0	85.0%	0.0		0		
AH Unit Floor areas -		Net area per unit	Net to Gross %		Gross (GIA) per unit			
		(sqm)	(sqft)			(sqm)	(sqft)	
Studio	40.0	431	85.0%	47.1		507		
1 bed flat	50.0	538	85.0%	58.8		633		
2 bed flat	75.0	807	85.0%	88.2		950		
3 bed flat	86.0	926	85.0%	101.2		1,089		
[blank]	0.0	0	85.0%	0.0		0		
[blank]	0.0	0	85.0%	0.0		0		
[blank]	0.0	0	85.0%	0.0		0		
Total Gross Floor areas -		Mkt Units GIA	AH units GIA		Total GIA (all units)			
		(sqm)	(sqft)	(sqm)	(sqft)	(sqm)	(sqft)	
Studio		71	760	71	760	141	1,520	
1 bed flat		529	5,699	353	3,799	882	9,498	
2 bed flat		1,324	14,246	662	7,123	1,985	21,370	
3 bed flat		455	4,901	506	5,445	961	10,346	
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[blank]		0	0	0	0	0	0	
[blank]		0	0	0	0	0	0	
		2,379	25,605	1,591	17,127	3,970	42,733	
AH % by floor area: 40.08% AH % by floor area due to mix								
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf	total MV £ (no AH)			
Studio		265,000	6,625	615	795,000			
1 bed flat		300,000	6,000	557	4,500,000			
2 bed flat		365,000	4,867	452	8,212,500			
3 bed flat		410,000	4,767	443	3,895,000			
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[blank]		0	#DIV/0!	#DIV/0!	0			
[blank]		0	#DIV/0!	#DIV/0!	0			
					17,402,500			
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £	% of MV	
Studio		132,500	50%	106,000	40%	185,500	70%	
1 bed flat		150,000	50%	120,000	40%	210,000	70%	
2 bed flat		182,500	50%	146,000	40%	250,000	70%	
3 bed flat		205,000	50%	164,000	40%	287,000	70%	
[blank]		0	50%	0	40%	0	70%	
[blank]		0	50%	0	40%	0	70%	
[blank]		0	50%	0	40%	0	70%	

Scheme Ref: **Urban B**  
 No Units: **50** Location / Value Zone: **Mid** Development Scenario: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
Studio	1.5	@	265,000	397,500
1 bed flat	9.0	@	300,000	2,700,000
2 bed flat	15.0	@	365,000	5,475,000
3 bed flat	4.5	@	410,000	1,845,000
[blank]	0.0	@	0	-
[blank]	0.0	@	0	-
[blank]	0.0	@	0	-
	30.0			10,417,500
<b>Affordable Rent GDV -</b>				
Studio	0.8	@	132,500	99,375
1 bed flat	3.0	@	150,000	450,000
2 bed flat	3.8	@	182,500	684,375
3 bed flat	2.5	@	205,000	512,500
[blank]	0.0	@	0	-
[blank]	0.0	@	0	-
[blank]	0.0	@	0	-
	10.0			1,746,250
<b>Social Rent GDV -</b>				
Studio	0.2	@	106,000	15,900
1 bed flat	0.6	@	120,000	72,000
2 bed flat	0.8	@	146,000	109,500
3 bed flat	0.5	@	164,000	82,000
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[blank]	0.0	@	0	-
	2.0			279,400
<b>First Homes GDV -</b>				
Studio	0.4	@	185,500	69,563
1 bed flat	1.5	@	210,000	315,000
2 bed flat	1.9	@	250,000	468,750
3 bed flat	1.3	@	250,000	312,500
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[blank]	0.0	@	0	-
	5.0			1,165,813
<b>Intermediate GDV -</b>				
Studio	0.2	@	185,500	41,738
1 bed flat	0.9	@	210,000	189,000
2 bed flat	1.1	@	255,500	287,438
3 bed flat	0.8	@	287,000	215,250
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[blank]	0.0	@	0	-
	3.0	20.0		733,425
<b>Sub-total GDV Residential</b>				<b>14,342,388</b>
AH on-site cost analysis:				
771 £ psm (total GIA sqm)				£MV (no AH) less EGDV (inc. AH) 3,060,113
				61,202 £ per unit (total units)
<b>Grant</b>				
20	AH units @	0	per unit	-
<b>Total GDV</b>				<b>14,342,388</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Statutory Planning Fees (Residential)				(23,100)
Planning Application Professional Fees, Surveys and reports				(70,000)
CIL				-
CIL analysis:				
2,379 sqm (Market only)				0.00 £ psm
0.00% % of GDV				0 £ per unit (total units)
Site Specific S106 Contributions	Net zero carbon housing	12,880	per dwelling	
	Net zero carbon flats	5%	build cost	(274,129)
	Green belt loss mitigation	1,000	per dwelling	(50,000)
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	50	units @	0 per unit
S106 analysis: 1,944,771 £ per ha				2.26% % of GDV
AH Commuted Sum				3,970 sqm (total)
Comm. Sum analysis:				0.00% % of GDV
				6,483 £ per unit (total units) (324,129)
				0 £ psm

Scheme Ref: Urban B  
No Units: 50      Location / Value Zone: Mid      Development Scenario: Brownfield  
Notes:

cont./

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Scheme Ref:		Urban B		Location / Value Zone:		Mid		Development Scenario:		Brownfield	
No Units:		50									
Notes:											
Construction Costs -											
Site Clearance, Demolition & Remediation		0.17 ha @		123,550		£ per ha (if brownfield)				(20,592)	
Net Biodiveristy Gain @ 20%		50 units @		289		£ per unit				(14,459)	
Site Infrastructure costs -		Year 1		0						-	
		Year 2		0						-	
		Year 3		0						-	
		Year 4		0						-	
		Year 5		0						-	
		Year 6		0						-	
		Year 7		0						-	
		Year 8		0						-	
		Year 9		0						-	
		Year 10		0						-	
		Year 11		0						-	
		Year 12		0						-	
		Year 13		0						-	
		Year 14		0						-	
		Year 15		0						-	
total		50 units @		0		per unit				-	
Infra. Costs analysis:		-		£ per ha		0.00% of GDV		0 £ per unit (total ui		-	
Studio		141 sqm @		1,381		psm				(194,965)	
1 bed flat		882 sqm @		1,381		psm				(1,218,529)	
2 bed flat		1,985 sqm @		1,381		psm				(2,741,691)	
3 bed flat		961 sqm @		1,381		psm				(1,327,385)	
[blank]		- sqm @		1,381		psm				-	
[blank]		- sqm @		1,381		psm				-	
[blank]		3,970 - sqm @		1,381		psm				-	
External works		5,482,570 @		15.0%						(822,386)	
Ext. Works analysis:						16,448		£per unit			
M4(2) Category 2 Housing		Aff units		20 units @		100% @		586 £ per unit		(11,720)	
M4(3) Category 3 Housing		Aff units		20 units @		5% @		11,386 £ per unit		(11,386)	
M4(2) Category 2 Housing		Mrkt units		30 units @		100% @		586 £ per unit		(17,580)	
M4(3) Category 3 Housing		Mrkt units		30 units @		5% @		11,386 £ per unit		(17,079)	
Carbon/Energy Reduction/FHS		50 units @						0 £ per unit		-	
EV Charging Points - Houses		50 units @						1,000 £ per unit		(50,000)	
EV Charging Points - Flats		50 units @						625 £ per unit		(31,250)	
Water Efficiency		50 units @						3,106 £ per unit		(155,300)	
Contingency (on construction)		6,634,321 @		5.0%						(331,716)	
Professional Fees		6,634,321 @		10.0%						(663,432)	
Disposal Costs -											
OMS Marketing and Promotion		10,417,500 OMS @		3.00%		6,251 £ per unit				(312,525)	
Residential Sales Agent Costs		10,417,500 OMS @		1.00%		2,084 £ per unit				(104,175)	
Residential Sales Legal Costs		10,417,500 OMS @		0.25%		521 £ per unit				(26,044)	
Affordable Sale Legal Costs								lump sum		(10,000)	
Disposal Cost analysis:								9,055 £ per unit			
Interest (on Development Costs) -		7.50% APR		0.604% pcm						(83,876)	
Developers Profit -											
Profit on OMS		10,417,500		20.00%						(2,083,500)	
Margin on AH		3,924,888		6.00% on AH values						(235,493)	
Profit analysis:		14,342,388		16.17% blended GDV		(2,318,993)					
		8,583,317		27.02% on costs		(2,318,993)					
TOTAL COSTS											(10,902,310)
RESIDUAL LAND VALUE (RLV)											
Residual Land Value (gross)										3,440,078	
SDLT		3,440,078 @		HMRC formula						(161,504)	
Acquisition Agent fees		3,440,078 @		1.0%						(34,401)	
Acquisition Legal fees		3,440,078 @		0.5%						(17,200)	
Interest on Land		3,440,078 @		7.50%						(258,006)	
Residual Land Value										2,968,967	
RLV analysis:		59,379 £ per plot		17,813,800 £ per ha		7,209,146 £ per acre		20.70% % RLV / GDV			
BENCHMARK LAND VALUE (BLV)											
Residential Density (Net)		300.0 dph									
Site Area (Net)		0.17 ha		0.41 acres							
Benchmark Land Value (Net)		4,393 £ per plot		1,317,866 £ per ha		533,333 £ per acre				219,644	
BLV analysis:		Density		23.820 sqm/ha		103.762 sqft/ac					
BALANCE											
Surplus/(Deficit)		16,495,934 £ per ha		6,675,813 £ per acre						2,749,322	

Scheme Ref: Urban B  
No Units: 50      Location / Value Zone: Mid      Development Scenario: Brownfield  
Notes:

Scheme Ref:

Urban B

No Units:

50

Location / Value Zone:

Mid

Development Scenario:

Brownfield

Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

TABLE 1

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	6,675,813	25%	30%	35%	40%	45%	50%	55%
CIL Epsm 0.00	250.00	6,311,239	6,009,238	5,707,237	5,405,236	5,103,235	4,801,235	4,499,234
	260.00	6,247,565	5,949,809	5,652,053	5,354,297	5,056,541	4,758,785	4,461,029
	270.00	6,183,891	5,890,380	5,596,869	5,303,358	5,009,847	4,716,336	4,422,825
	280.00	6,120,217	5,830,951	5,541,685	5,252,419	4,963,153	4,673,887	4,384,520
	290.00	6,056,543	5,771,522	5,486,501	5,201,480	4,916,459	4,631,364	4,346,141
	300.00	5,992,870	5,712,093	5,431,317	5,150,541	4,869,680	4,588,721	4,307,762
	310.00	5,929,196	5,652,664	5,376,133	5,099,467	4,822,773	4,546,078	4,269,383
	320.00	5,865,522	5,593,157	5,320,726	5,048,296	4,775,865	4,503,434	4,231,004
	330.00	5,801,622	5,533,456	5,265,290	4,997,124	4,728,957	4,460,791	4,192,625
	340.00	5,737,657	5,473,755	5,209,853	4,945,952	4,682,050	4,418,148	4,154,246
	350.00	5,673,692	5,414,055	5,154,417	4,894,780	4,635,142	4,375,504	4,115,867
	360.00	5,609,727	5,354,354	5,098,981	4,843,608	4,588,234	4,332,861	4,077,488
	370.00	5,545,762	5,294,653	5,043,545	4,792,436	4,541,327	4,290,218	4,039,109
	380.00	5,481,797	5,234,953	4,988,108	4,741,264	4,494,419	4,247,575	4,000,730
	390.00	5,417,832	5,175,252	4,932,672	4,690,092	4,447,511	4,204,931	3,962,351
	400.00	5,353,868	5,115,552	4,877,236	4,638,920	4,400,604	4,162,288	3,923,972
	410.00	5,289,903	5,055,851	4,821,799	4,587,748	4,353,696	4,119,645	3,885,593
	420.00	5,225,938	4,996,150	4,766,363	4,536,576	4,306,789	4,077,001	3,847,214
	430.00	5,161,973	4,936,450	4,710,927	4,485,404	4,259,881	4,034,358	3,808,835
	440.00	5,098,008	4,876,749	4,655,490	4,434,232	4,212,973	3,991,715	3,770,423
	450.00	5,034,043	4,817,048	4,600,054	4,383,019	4,165,964	3,948,909	3,731,854
	460.00	4,969,902	4,757,133	4,544,363	4,331,594	4,118,824	3,906,055	3,693,285
	470.00	4,905,621	4,697,137	4,488,653	4,280,169	4,071,685	3,863,201	3,654,717
	480.00	4,841,340	4,637,141	4,432,942	4,228,744	4,024,545	3,820,347	3,616,148
	490.00	4,777,059	4,577,145	4,377,232	4,177,319	3,977,406	3,777,492	3,577,579
	500.00	4,712,777	4,517,149	4,321,522	4,125,894	3,930,266	3,734,638	3,539,010

TABLE 2

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	6,675,813	25%	30%	35%	40%	45%	50%	55%
Site Specific S106 6,483	40,000	3,599,448	3,186,791	2,773,746	2,359,337	1,944,929	1,530,521	1,116,113
	42,000	3,380,886	2,968,229	2,553,862	2,139,454	1,725,046	1,310,638	896,230
	44,000	3,162,324	2,748,387	2,333,979	1,919,571	1,505,163	1,090,755	675,087
	46,000	2,942,912	2,528,504	2,114,096	1,699,688	1,285,279	870,284	453,875
	48,000	2,723,029	2,308,620	1,894,212	1,479,804	1,065,396	649,071	232,662
	50,000	2,503,145	2,088,737	1,674,329	1,259,921	844,268	427,859	11,450
	52,000	2,283,262	1,868,854	1,454,446	1,039,464	623,055	206,646	(209,763)
	54,000	2,063,379	1,648,971	1,234,563	818,252	401,843	(14,566)	(432,043)
	56,000	1,843,495	1,429,087	1,013,449	597,040	180,630	(235,779)	(654,593)
	58,000	1,623,612	1,208,645	792,236	375,827	(40,582)	(458,304)	(877,142)
	60,000	1,403,729	987,433	571,024	154,615	(262,015)	(680,853)	(1,099,692)
	62,000	1,182,629	766,220	349,811	(66,598)	(484,564)	(903,403)	(1,322,327)
	64,000	961,417	545,008	128,599	(288,276)	(707,114)	(1,125,953)	(1,546,222)
	66,000	740,205	323,795	(92,614)	(510,825)	(929,664)	(1,348,502)	(1,770,117)
	68,000	518,992	102,583	(314,536)	(733,375)	(1,152,213)	(1,572,248)	(1,994,012)

TABLE 3

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	6,675,813	25%	30%	35%	40%	45%	50%	55%
Profit 20.0%	15.0%	9,258,248	8,760,004	8,261,760	7,763,516	7,265,273	6,767,029	6,268,785
	16.0%	8,986,322	8,506,207	8,026,091	7,545,976	7,065,860	6,585,745	6,105,630
	17.0%	8,714,396	8,252,409	7,790,422	7,328,435	6,866,448	6,404,461	5,942,474
	18.0%	8,442,470	7,998,612	7,554,753	7,110,894	6,667,036	6,223,177	5,779,319
	19.0%	8,170,545	7,744,814	7,319,084	6,893,354	6,467,624	6,041,893	5,616,163
	20.0%	7,898,619	7,491,017	7,083,415	6,675,813	6,268,211	5,860,609	5,453,008

TABLE 4

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	6,675,813	25%	30%	35%	40%	45%	50%	55%
BLV (£ per acre) 533,333	600,000	7,831,952	7,424,350	7,016,748	6,609,146	6,201,544	5,793,942	5,386,341
	620,000	7,811,952	7,404,350	6,996,748	6,589,146	6,181,544	5,773,942	5,366,341
	640,000	7,791,952	7,384,350	6,976,748	6,569,146	6,161,544	5,753,942	5,346,341
	660,000	7,771,952	7,364,350	6,956,748	6,549,146	6,141,544	5,733,942	5,326,341
	680,000	7,751,952	7,344,350	6,936,748	6,529,146	6,121,544	5,713,942	5,306,341
	700,000	7,731,952	7,324,350	6,916,748	6,509,146	6,101,544	5,693,942	5,286,341
	720,000	7,711,952	7,304,350	6,896,748	6,489,146	6,081,544	5,673,942	5,266,341
	740,000	7,691,952	7,284,350	6,876,748	6,469,146	6,061,544	5,653,942	5,246,341
	760,000	7,671,952	7,264,350	6,856,748	6,449,146	6,041,544	5,633,942	5,226,341
	780,000	7,651,952	7,244,350	6,836,748	6,429,146	6,021,544	5,613,942	5,206,341
	800,000	7,631,952	7,224,350	6,816,748	6,409,146	6,001,544	5,593,942	5,186,341
	820,000	7,611,952	7,204,350	6,796,748	6,389,146	5,981,544	5,573,942	5,166,341
	840,000	7,591,952	7,184,350	6,776,748	6,369,146	5,961,544	5,553,942	5,146,341
	860,000	7,571,952	7,164,350	6,756,748	6,349,146	5,941,544	5,533,942	5,126,341
	880,000	7,551,952	7,144,350	6,736,748	6,329,146	5,921,544	5,513,942	5,106,341
	900,000	7,531,952	7,124,350	6,716,748	6,309,146	5,901,544	5,493,942	5,086,341



Scheme Ref:

Urban B

No Units:

50

Location / Value Zone:

Mid

Development Scenario:

Brownfield

Notes:

TABLE 5		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	6,675,813	25%	30%	35%	40%	45%	50%	55%
Density (dph) 300.0	290	7,615,842	7,221,827	6,827,812	6,433,797	6,039,781	5,645,766	5,251,751
	300	7,898,619	7,491,017	7,083,415	6,675,813	6,268,211	5,860,609	5,453,008
	310	8,181,395	7,760,207	7,339,018	6,917,830	6,496,641	6,075,452	5,654,264
	320	8,464,172	8,029,397	7,594,622	7,159,846	6,725,071	6,290,296	5,855,520
	330	8,746,949	8,298,587	7,850,225	7,401,863	6,953,501	6,505,139	6,056,777
	340	9,029,726	8,567,777	8,105,828	7,643,879	7,181,931	6,719,982	6,258,033
	350	9,312,502	8,836,967	8,361,431	7,885,896	7,410,360	6,934,825	6,459,289
	360	9,595,279	9,106,157	8,617,035	8,127,912	7,638,790	7,149,668	6,660,546
	370	9,878,056	9,375,347	8,872,638	8,369,929	7,867,220	7,364,511	6,861,802
	380	10,160,833	9,644,537	9,128,241	8,611,945	8,095,650	7,579,354	7,063,058
	390	10,443,609	9,913,727	9,383,844	8,853,962	8,324,080	7,794,197	7,264,315

TABLE 6		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	6,675,813	25%	30%	35%	40%	45%	50%	55%
Build Cost 100% (105% = 5% increase)	98%	8,220,168	7,812,900	7,405,633	6,998,365	6,590,862	6,183,313	5,775,765
	100%	7,898,619	7,491,017	7,083,415	6,675,813	6,268,211	5,860,609	5,453,008
	102%	7,576,183	7,168,528	6,760,872	6,353,217	5,945,561	5,537,905	5,130,169
	104%	7,253,748	6,846,039	6,438,329	6,030,620	5,622,460	5,214,228	4,805,996
	106%	6,931,313	6,523,253	6,114,967	5,706,681	5,298,394	4,890,108	4,481,822
	108%	6,607,690	6,199,349	5,791,009	5,382,669	4,974,329	4,565,426	4,156,320
	110%	6,283,840	5,875,446	5,467,052	5,058,098	4,648,938	4,239,777	3,830,617
	112%	5,959,991	5,550,988	5,141,773	4,732,558	4,323,344	3,913,591	3,503,365
	114%	5,634,825	5,225,556	4,816,287	4,406,859	3,996,578	3,586,298	3,175,564
	116%	5,309,448	4,900,125	4,490,010	4,079,675	3,669,340	3,258,050	2,846,457
	118%	4,983,660	4,573,271	4,162,881	3,752,292	3,340,645	2,928,997	2,515,901
	120%	4,656,640	4,246,196	3,835,052	3,423,350	3,011,334	2,598,126	2,184,016

TABLE 7		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	6,675,813	25%	30%	35%	40%	45%	50%	55%
Market Values 100% (105% = 5% increase)	80%	3,726,788	3,596,893	3,466,998	3,337,103	3,207,208	3,077,312	2,947,417
	82%	4,146,793	3,988,898	3,831,002	3,673,107	3,515,211	3,357,316	3,199,420
	84%	4,565,363	4,379,614	4,193,865	4,008,116	3,822,367	3,636,618	3,450,869
	86%	4,983,751	4,770,110	4,556,468	4,342,827	4,129,185	3,915,544	3,701,902
	88%	5,401,362	5,160,020	4,918,677	4,677,335	4,435,992	4,194,469	3,952,935
	90%	5,818,316	5,549,177	5,280,037	5,010,898	4,741,759	4,472,619	4,203,480
	92%	6,235,270	5,938,334	5,641,397	5,344,461	5,047,525	4,750,589	4,453,652
	94%	6,651,510	6,327,049	6,002,588	5,678,024	5,353,291	5,028,558	4,703,825
	96%	7,067,213	6,715,038	6,362,863	6,010,689	5,658,514	5,306,339	4,953,997
	98%	7,482,916	7,103,028	6,723,139	6,343,251	5,963,363	5,583,474	5,203,586
	100%	7,898,619	7,491,017	7,083,415	6,675,813	6,268,211	5,860,609	5,453,008
	102%	8,313,666	7,878,703	7,443,691	7,008,375	6,573,060	6,137,745	5,702,429
	104%	8,728,299	8,265,693	7,803,088	7,340,482	6,877,877	6,414,880	5,951,851
	106%	9,142,932	8,652,684	8,162,436	7,672,189	7,181,941	6,691,693	6,201,273
	108%	9,557,565	9,039,675	8,521,785	8,003,895	7,486,005	6,968,115	6,450,225
	110%	9,972,197	9,426,665	8,881,133	8,335,601	7,790,069	7,244,537	6,699,005
	112%	10,386,738	9,813,656	9,240,482	8,667,307	8,094,133	7,520,959	6,947,785
	114%	10,800,481	10,200,121	9,599,760	8,999,014	8,398,197	7,797,381	7,196,564
	116%	11,214,224	10,586,281	9,958,338	9,330,394	8,702,261	8,073,803	7,445,344
	118%	11,627,968	10,972,441	10,316,915	9,661,389	9,005,862	8,350,225	7,694,124
	120%	12,041,711	11,358,602	10,675,492	9,992,383	9,309,274	8,626,165	7,942,904

TABLE 8		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	6,675,813	25%	30%	35%	40%	45%	50%	55%
Grant (£ per unit) -	5,000	8,032,002	7,651,176	7,270,267	6,889,358	6,508,450	6,127,541	5,746,632
	10,000	8,164,971	7,810,837	7,456,704	7,102,570	6,748,437	6,394,303	6,040,170
	15,000	8,297,940	7,970,400	7,642,860	7,315,321	6,987,781	6,660,241	6,332,701
	20,000	8,430,909	8,129,963	7,829,017	7,528,071	7,227,125	6,926,179	6,625,233
	25,000	8,563,878	8,289,525	8,015,173	7,740,821	7,466,469	7,192,116	6,917,764
	30,000	8,696,847	8,449,088	8,201,330	7,953,571	7,705,813	7,458,054	7,209,841
	35,000	8,829,815	8,608,651	8,387,486	8,166,321	7,944,890	7,723,136	7,501,381
	40,000	8,962,784	8,768,213	8,573,642	8,378,674	8,183,424	7,988,173	7,792,922
	45,000	9,095,753	8,927,776	8,759,451	8,590,704	8,421,957	8,253,210	8,084,462
	50,000	9,228,722	9,087,220	8,944,977	8,802,733	8,660,490	8,518,246	8,375,973
	55,000	9,361,691	9,246,243	9,130,503	9,014,763	8,899,023	8,783,283	8,666,625

## NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

Scheme Ref: **Urban B**  
 No Units: **50** Location / Value Zone: **Mid** Development Scenario: **Brownfield**  
 Notes:

[ KPI's for Report Summary Table ]

[ note that this table is combined with other similar Scheme Typologies as a Summary table ]

[ please check that it captures the required KPI's that you would like carried forward to the Summary Table ]

Scheme Ref:	Urban B
No Units:	50
Location / Value Zone:	Mid
Development Scenario:	Brownfield
Notes:	0
Total GDV (£)	14,342,388
<b>Policy Assumptions</b>	
AH Target % (& mix):	40%
Affordable Rent:	50%
Social Rent:	10%
First Homes:	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%
CIL (£ psm)	-
CIL (£ per unit)	-
CIL Total (£)	-
Site Specific S106 (£ per unit)	6,483
Site Specific S106 Total (£)	324,129
Sub-total CIL+S106 (£ per unit)	6,483
Site Infrastructure (£ per unit)	-
Site Infrastructure Total (£)	-
Sub-total CIL+S106+Infrastructure (£ per unit)	6,483
<b>Profit KPI's</b>	
Developers Profit (% on OMS)	20.0%
Developers Profit (% on AH)	6.0%
Developers Profit (% blended)	16.17%
Developers Profit (% on costs)	27.02%
Developers Profit Total (£)	2,318,993
<b>Land Value KPI's</b>	
RLV (£/acre)	7,209,146
RLV (£/ha)	17,813,800
RLV (% of GDV)	20.70%
RLV Total (£)	2,968,967
BLV (£/acre)	533,333
BLV (£/ha)	1,317,866
BLV Total (£)	219,644
Surplus/Deficit (£/acre) [RLV-BLV]	6,675,813
Surplus/Deficit (£/ha)	16,495,934
Surplus/Deficit Total (£)	2,749,322
Surplus/Deficit (per unit)	54,986
Plan Viability comments	Viable

Viable	if RLV > BLV
Marginal	if RLV < BLV, but RLV is positive
Not Viable	if RLV < BLV, and RLV is negative

Scheme Ref: **Urban C**  
 No Units: **700** Location / Value Zone: **Mid** Development Scenario: **Brownfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			700 Units						
AH Policy requirement (% Target)			40%						
AH tenure split %			Affordable Rent:		50.0%		60.0% % Rented		
			Social Rent:		10.0%				
			First Homes:		25.0%				
			Other Intermediate (LCHO/Sub-Market etc.):		15.0%		16.0% % of total (>10% for NPPF para 64.)		
Open Market Sale (OMS) housing			60%						
			100% 100.0%						
CIL Rate (£ psm)			0.00 £ psm						
Unit mix -									
	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
Studio	5.0%	21.0	7.5%	21.0	6%	42.0			
1 bed flat	30.0%	126.0	30.0%	84.0	30%	210.0			
2 bed flat	50.0%	210.0	37.5%	105.0	45%	315.0			
3 bed flat	15.0%	63.0	25.0%	70.0	19%	133.0			
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[blank]	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	420.0	100.0%	280.0	100%	700.0			
OMS Unit Floor areas -									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
Studio	40.0	431	85.0%		47.1	507			
1 bed flat	50.0	538	85.0%		58.8	633			
2 bed flat	75.0	807	85.0%		88.2	950			
3 bed flat	86.0	926	85.0%		101.2	1,089			
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AH Unit Floor areas -									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
Studio	40.0	431	85.0%		47.1	507			
1 bed flat	50.0	538	85.0%		58.8	633			
2 bed flat	75.0	807	85.0%		88.2	950			
3 bed flat	86.0	926	85.0%		101.2	1,089			
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Total Gross Floor areas -									
	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
Studio	988	10,637	988	10,637	1,976	21,275			
1 bed flat	7,412	79,780	4,941	53,186	12,353	132,966			
2 bed flat	18,529	199,449	9,265	99,724	27,794	299,173			
3 bed flat	6,374	68,610	7,082	76,234	13,456	144,844			
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[blank]	0	0	0	0	0	0			
	33,304	358,476	22,276	239,782	55,580	598,258			
AH % by floor area:			40.08% AH % by floor area due to mix						
Open Market Sales values (£) -									
	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)					
Studio	265,000	6,625	615	11,130,000					
1 bed flat	300,000	6,000	557	63,000,000					
2 bed flat	365,000	4,867	452	114,975,000					
3 bed flat	410,000	4,767	443	54,530,000					
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[blank]	0	#DIV/0!	#DIV/0!	0					
				243,635,000					
Affordable Housing values (£) -									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £	% of MV	Intermediate £	% of MV	
Studio	132,500	50%	106,000	40%	185,500	70%	185,500	70%	
1 bed flat	150,000	50%	120,000	40%	210,000	70%	210,000	70%	
2 bed flat	182,500	50%	146,000	40%	250,000	70%	255,500	70%	
3 bed flat	205,000	50%	164,000	40%	250,000	70%	287,000	70%	
[blank]	0	50%	0	40%	0	70%	0	70%	
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[blank]	0	50%	0	40%	0	70%	0	70%	

Scheme Ref: **Urban C**  
 No Units: **700** Location / Value Zone: **Mid** Development Scenario: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
Studio	21.0	@	265,000	5,565,000
1 bed flat	126.0	@	300,000	37,800,000
2 bed flat	210.0	@	365,000	76,650,000
3 bed flat	63.0	@	410,000	25,830,000
[blank]	0.0	@	0	-
[blank]	0.0	@	0	-
[blank]	0.0	@	0	-
	420.0			145,845,000
<b>Affordable Rent GDV -</b>				
Studio	10.5	@	132,500	1,391,250
1 bed flat	42.0	@	150,000	6,300,000
2 bed flat	52.5	@	182,500	9,581,250
3 bed flat	35.0	@	205,000	7,175,000
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[blank]	0.0	@	0	-
[blank]	0.0	@	0	-
	140.0			24,447,500
<b>Social Rent GDV -</b>				
Studio	2.1	@	106,000	222,600
1 bed flat	8.4	@	120,000	1,008,000
2 bed flat	10.5	@	146,000	1,533,000
3 bed flat	7.0	@	164,000	1,148,000
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[blank]	0.0	@	0	-
[blank]	0.0	@	0	-
	28.0			3,911,600
<b>First Homes GDV -</b>				
Studio	5.3	@	185,500	973,875
1 bed flat	21.0	@	210,000	4,410,000
2 bed flat	26.3	@	250,000	6,562,500
3 bed flat	17.5	@	250,000	4,375,000
[blank]	0.0	@	0	-
[blank]	0.0	@	0	-
[blank]	0.0	@	0	-
	70.0			16,321,375
<b>Intermediate GDV -</b>				
Studio	3.2	@	185,500	584,325
1 bed flat	12.6	@	210,000	2,646,000
2 bed flat	15.8	@	255,500	4,024,125
3 bed flat	10.5	@	287,000	3,013,500
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	42.0	280.0		10,267,950
<b>Sub-total GDV Residential</b>				<b>700</b>
<b>AH on-site cost analysis:</b>				<b>200,793,425</b>
				<b>£MV (no AH) less EGDV (inc. AH)</b>
				<b>42,841,575</b>
				<b>771 £ psm (total GIA sqm)</b>
				<b>61,202 £ per unit (total units)</b>
<b>Grant</b>				<b>280</b>
				<b>AH units @ 0 per unit</b>
<b>Total GDV</b>				<b>200,793,425</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Statutory Planning Fees (Residential)				(112,559)
Planning Application Professional Fees, Surveys and reports				(340,000)
CIL	33,304 sqm (Market only)	0.00 £ psm		-
	0.00% % of GDV	0 £ per unit (total units)		-
<b>CIL analysis:</b>				
Site Specific S106 Contributions	Net zero carbon housing	12,880 per dwelling		
	Net zero carbon flats	5% build cost		(3,837,799)
	Green belt loss mitigation	1,000 per dwelling		(700,000)
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	700 units @	0 per unit	-
<b>S106 analysis:</b>				<b>1,944,771 £ per ha</b>
				<b>2.26% % of GDV</b>
				<b>6,483 £ per unit (total units)</b>
				<b>(4,537,799)</b>
<b>AH Commuted Sum</b>				<b>55,580 sqm (total)</b>
				<b>0 £ psm</b>
<b>Comm. Sum analysis:</b>				<b>0.00% % of GDV</b>

Scheme Ref: Urban C  
No Units: 700      Location / Value Zone: Mid      Development Scenario: Brownfield  
Notes:

cont./

210726 Cambridge strategic options residential appraisals\_v3

Scheme Ref: **Urban C**  
 No Units: **700** Location / Value Zone: **Mid** Development Scenario: **Brownfield**  
 Notes:

<b>Construction Costs -</b>				
Site Clearance, Demolition & Remediation	2.33	ha @	123,550	£ per ha (if brownfield) (288,283)
Net Biodiversity Gain @ 20%	700	units @	289	£ per unit (202,419)
<b>Site Infrastructure costs -</b>				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
Year 11	0			-
Year 12	0			-
Year 13	0			-
Year 14	0			-
Year 15	0			-
total	700	units @	30,000	per unit (21,000,000)
<b>Infra. Costs analysis:</b> 9,000,000 £ per ha				
	10.46%	% of GDV	30,000	£ per unit (total ui) (21,000,000)
Studio	1,976	sqm @	1,381	psm (2,729,506)
1 bed flat	12,353	sqm @	1,381	psm (17,059,412)
2 bed flat	27,794	sqm @	1,381	psm (38,383,676)
3 bed flat	13,456	sqm @	1,381	psm (18,583,386)
[blank]	-	sqm @	1,381	psm -
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[blank]	55,580	-	1,381	psm -
<b>External works</b>				
	76,755,980	@	15.0%	(11,513,397)
<b>Ext. Works analysis:</b>				
			16,448	£per unit
M4(2) Category 2 Housing	Aff units	280 units @	100% @	586 £ per unit (164,080)
M4(3) Category 3 Housing	Aff units	280 units @	5% @	11,386 £ per unit (159,404)
M4(2) Category 2 Housing	Mrkt units	420 units @	100% @	586 £ per unit (246,120)
M4(3) Category 3 Housing	Mrkt units	420 units @	5% @	11,386 £ per unit (239,106)
Carbon/Energy Reduction/FHS		700 units @		0 £ per unit -
EV Charging Points - Houses		700 units @		1,000 £ per unit (700,000)
EV Charging Points - Flats		700 units @		625 £ per unit (437,500)
Water Efficiency		700 units @		3,106 £ per unit (2,174,200)
Contingency (on construction)		113,880,489 @	5.0%	(5,694,024)
<b>Professional Fees</b>				
		113,880,489 @	10.0%	(11,388,049)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion		145,845,000 OMS @	3.00%	6,251 £ per unit (4,375,350)
Residential Sales Agent Costs		145,845,000 OMS @	1.00%	2,084 £ per unit (1,458,450)
Residential Sales Legal Costs		145,845,000 OMS @	0.25%	521 £ per unit (364,613)
Affordable Sale Legal Costs				lump sum (10,000)
<b>Disposal Cost analysis:</b>				
			8,869	£ per unit
<b>Interest (on Development Costs) -</b>				
		7.50% APR	0.604% pcm	(6,579,471)
<b>Developers Profit -</b>				
Profit on OMS		145,845,000	20.00%	(29,169,000)
Margin on AH		54,948,425	6.00% on AH values	(3,296,906)
<b>Profit analysis:</b>				
		200,793,425	16.17% blended GDV	(32,465,906)
		148,740,804	21.83% on costs	(32,465,906)
<b>TOTAL COSTS</b>				<b>(181,206,710)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				19,586,715
SDLT	19,586,715	@	HMRC formula	(968,836)
Acquisition Agent fees	19,586,715	@	1.0%	(195,867)
Acquisition Legal fees	19,586,715	@	0.5%	(97,934)
Interest on Land	19,586,715	@	7.50%	(1,469,004)
Residual Land Value				<b>16,855,075</b>
<b>RLV analysis:</b>				
	24,079	£ per plot	7,223,604	£ per ha
			2,923,352	£ per acre
			8.39%	% RLV / GDV

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density (Net)		300.0	dph	
Site Area (Net)		2.33	ha	5.77 acres
Benchmark Land Value (Net)	5,271	£ per plot	1,581,440	£ per ha
<b>BLV analysis:</b>				
	Density	23.820	sqm/ha	103.762
				sqft/ac
				640,000
				£ per acre
				3,690,027

<b>BALANCE</b>				
Surplus/(Deficit)		5,642,164	£ per ha	2,283,352
				£ per acre
				13,165,049

Scheme Ref: Urban C  
No Units: 700      Location / Value Zone: Mid      Development Scenario: Brownfield  
Notes:

Scheme Ref:

Urban C

No Units:

700

Location / Value Zone:

Mid

Development Scenario:

Brownfield

Notes:

**SENSITIVITY ANALYSIS**

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	2,283,352	25%	30%	35%	40%	45%	50%	55%
CIL Epsm 0.00	250.00	1,645,011	1,370,729	1,096,416	822,102	546,730	271,276	(5,149)
	260.00	1,571,521	1,302,109	1,032,697	763,011	492,488	221,965	(49,797)
	270.00	1,497,999	1,233,489	968,978	703,838	438,246	172,415	(94,445)
	280.00	1,424,478	1,164,868	905,259	644,665	384,004	122,806	(139,093)
	290.00	1,350,956	1,096,248	841,222	585,492	329,762	73,197	(183,741)
	300.00	1,277,434	1,027,628	777,118	526,319	275,521	23,588	(228,389)
	310.00	1,203,912	958,881	713,014	467,146	220,996	(26,021)	(273,244)
	320.00	1,130,390	889,846	648,910	407,973	166,426	(75,630)	(318,162)
	330.00	1,056,816	820,811	584,806	348,800	111,856	(125,238)	(363,080)
	340.00	982,850	751,776	520,701	289,420	57,286	(174,847)	(407,998)
	350.00	908,884	682,741	456,597	229,889	2,716	(224,527)	(452,916)
	360.00	834,918	613,705	392,493	170,359	(51,853)	(274,436)	(497,834)
	370.00	760,951	544,670	328,079	110,828	(106,423)	(324,344)	(542,751)
	380.00	686,985	475,635	263,587	51,297	(160,993)	(374,253)	(587,669)
	390.00	613,019	406,425	199,096	(8,233)	(215,737)	(424,162)	(632,587)
	400.00	539,053	336,972	134,604	(67,764)	(270,636)	(474,071)	(677,768)
	410.00	464,927	267,520	70,113	(127,295)	(325,536)	(523,980)	(722,958)
	420.00	390,514	198,067	5,621	(186,983)	(380,436)	(573,888)	(768,147)
	430.00	316,101	128,615	(58,871)	(246,874)	(435,335)	(623,797)	(813,337)
	440.00	241,687	59,163	(123,362)	(306,764)	(490,235)	(673,923)	(858,526)
	450.00	167,274	(10,290)	(188,175)	(366,655)	(545,135)	(724,134)	(903,716)
	460.00	92,861	(79,742)	(253,056)	(426,545)	(600,034)	(774,344)	(948,905)
	470.00	18,447	(149,439)	(317,938)	(486,436)	(655,015)	(824,555)	(994,094)
	480.00	(55,966)	(219,312)	(382,819)	(546,326)	(710,246)	(874,765)	(1,039,345)
	490.00	(130,668)	(289,184)	(447,700)	(606,217)	(765,478)	(924,975)	(1,084,808)
	500.00	(205,531)	(359,056)	(512,582)	(666,233)	(820,709)	(975,186)	(1,130,270)

**TABLE 2**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	2,283,352	25%	30%	35%	40%	45%	50%	55%
Site Specific S106 6,483	10,000	2,242,992	1,848,009	1,452,850	1,056,267	659,033	260,302	(140,212)
	12,000	1,997,400	1,602,240	1,205,862	809,012	410,284	10,340	(391,381)
	14,000	1,751,631	1,355,458	958,608	560,266	160,891	(240,077)	(643,202)
	16,000	1,505,054	1,108,204	710,248	311,442	(89,362)	(491,843)	(896,489)
	18,000	1,257,799	860,230	461,499	61,190	(340,538)	(744,248)	(1,150,506)
	20,000	1,010,212	611,481	211,741	(189,234)	(592,304)	(997,535)	(1,405,324)
	22,000	761,463	362,292	(38,512)	(441,000)	(845,293)	(1,251,959)	(1,661,568)
	24,000	512,715	112,039	(289,695)	(693,051)	(1,098,593)	(1,506,892)	(1,918,521)
	26,000	262,591	(138,391)	(541,461)	(946,338)	(1,353,412)	(1,763,250)	(2,176,429)
	28,000	12,338	(390,157)	(794,097)	(1,200,046)	(1,608,574)	(2,020,254)	(2,435,665)
	30,000	(238,853)	(641,922)	(1,047,384)	(1,454,865)	(1,864,933)	(2,278,163)	(2,695,647)
	32,000	(490,618)	(895,142)	(1,301,499)	(1,710,257)	(2,121,988)	(2,537,269)	(2,956,683)
	34,000	(742,900)	(1,148,429)	(1,556,317)	(1,966,615)	(2,379,896)	(2,796,941)	(3,219,004)
	36,000	(996,188)	(1,402,952)	(1,811,939)	(2,223,721)	(2,638,873)	(3,057,977)	(3,482,109)
	38,000	(1,249,587)	(1,657,770)	(2,068,298)	(2,481,630)	(2,898,341)	(3,319,806)	(3,746,310)

**TABLE 3**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	2,283,352	25%	30%	35%	40%	45%	50%	55%
Profit 20.0%	15.0%	4,819,473	4,337,029	3,854,042	3,371,056	2,886,881	2,402,582	1,916,834
	16.0%	4,547,548	4,083,232	3,618,373	3,153,515	2,687,469	2,221,298	1,753,678
	17.0%	4,275,622	3,829,434	3,382,704	2,935,974	2,488,057	2,040,014	1,590,523
	18.0%	4,003,696	3,575,637	3,147,035	2,718,434	2,288,645	1,858,730	1,427,367
	19.0%	3,731,770	3,321,839	2,911,366	2,500,893	2,089,232	1,677,446	1,264,212
	20.0%	3,459,844	3,068,042	2,675,697	2,283,352	1,889,820	1,496,162	1,101,056

**TABLE 4**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	2,283,352	25%	30%	35%	40%	45%	50%	55%
BLV (£ per acre) 640,000	600,000	3,499,844	3,108,042	2,715,697	2,323,352	1,929,820	1,536,162	1,141,056
	620,000	3,479,844	3,088,042	2,695,697	2,303,352	1,909,820	1,516,162	1,121,056
	640,000	3,459,844	3,068,042	2,675,697	2,283,352	1,889,820	1,496,162	1,101,056
	660,000	3,439,844	3,048,042	2,655,697	2,263,352	1,869,820	1,476,162	1,081,056
	680,000	3,419,844	3,028,042	2,635,697	2,243,352	1,849,820	1,456,162	1,061,056
	700,000	3,399,844	3,008,042	2,615,697	2,223,352	1,829,820	1,436,162	1,041,056
	720,000	3,379,844	2,988,042	2,595,697	2,203,352	1,809,820	1,416,162	1,021,056
	740,000	3,359,844	2,968,042	2,575,697	2,183,352	1,789,820	1,396,162	1,001,056
	760,000	3,339,844	2,948,042	2,555,697	2,163,352	1,769,820	1,376,162	981,056
	780,000	3,319,844	2,928,042	2,535,697	2,143,352	1,749,820	1,356,162	961,056
	800,000	3,299,844	2,908,042	2,515,697	2,123,352	1,729,820	1,336,162	941,056
	820,000	3,279,844	2,888,042	2,495,697	2,103,352	1,709,820	1,316,162	921,056
	840,000	3,259,844	2,868,042	2,475,697	2,083,352	1,689,820	1,296,162	901,056
	860,000	3,239,844	2,848,042	2,455,697	2,063,352	1,669,820	1,276,162	881,056
	880,000	3,219,844	2,828,042	2,435,697	2,043,352	1,649,820	1,256,162	861,056
	900,000	3,199,844	2,808,042	2,415,697	2,023,352	1,629,820	1,236,162	841,056



Scheme Ref:

Urban C

No Units:

700

Location / Value Zone:

Mid

Development Scenario:

Brownfield

Notes:

TABLE 5		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	2,283,352	25%	30%	35%	40%	45%	50%	55%
Density (dph) 300.0	35	(218,569)	(264,365)	(310,292)	(356,219)	(402,311)	(448,455)	(494,754)
	40	(149,154)	(201,467)	(253,926)	(306,413)	(359,034)	(411,721)	(464,627)
	45	(79,740)	(138,592)	(197,559)	(256,608)	(315,756)	(375,030)	(434,500)
	50	(10,326)	(75,717)	(141,192)	(206,802)	(272,479)	(338,339)	(404,372)
	55	59,088	(12,842)	(84,826)	(156,997)	(229,202)	(301,648)	(374,245)
	60	128,503	50,034	(28,459)	(107,191)	(185,925)	(264,957)	(344,118)
	65	197,917	112,909	27,901	(57,385)	(142,678)	(228,266)	(313,991)
	70	267,331	175,784	84,237	(7,580)	(99,433)	(191,575)	(283,864)
	75	336,745	238,659	140,573	42,226	(56,189)	(154,884)	(253,736)
	80	406,160	301,534	196,909	92,031	(12,944)	(118,193)	(223,609)
	85	475,574	364,410	253,245	141,837	30,301	(81,502)	(193,482)

TABLE 6		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	2,283,352	25%	30%	35%	40%	45%	50%	55%
Build Cost 100% (105% = 5% increase)	98%	3,825,049	3,433,915	3,042,781	2,650,947	2,258,664	1,866,102	1,472,506
	100%	3,459,844	3,068,042	2,675,697	2,283,352	1,889,820	1,496,162	1,101,056
	102%	3,092,976	2,700,570	2,307,380	1,913,661	1,519,260	1,124,039	727,500
	104%	2,725,188	2,331,406	1,937,625	1,542,429	1,146,961	749,986	351,811
	106%	2,355,556	1,961,067	1,565,722	1,169,634	772,597	373,977	(26,038)
	108%	1,984,546	1,589,139	1,192,432	795,252	396,270	(4,012)	(406,073)
	110%	1,612,516	1,215,354	817,733	418,688	18,141	(384,007)	(788,322)
	112%	1,238,402	840,339	441,232	40,420	(361,814)	(766,036)	(1,172,811)
	114%	863,071	463,901	62,826	(339,494)	(743,621)	(1,150,122)	(1,559,569)
	116%	486,667	85,358	(317,047)	(721,079)	(1,127,305)	(1,536,294)	(1,948,622)
	118%	108,016	(294,472)	(698,409)	(1,104,514)	(1,513,122)	(1,924,578)	(2,340,000)
	120%	(271,771)	(675,611)	(1,081,780)	(1,490,111)	(1,901,040)	(2,315,139)	(2,733,730)

TABLE 7		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	2,283,352	25%	30%	35%	40%	45%	50%	55%
Market Values 100% (105% = 5% increase)	80%	(1,081,642)	(1,178,054)	(1,274,678)	(1,371,303)	(1,468,410)	(1,565,912)	(1,663,672)
	82%	(617,388)	(744,031)	(870,883)	(997,734)	(1,125,211)	(1,252,992)	(1,381,235)
	84%	(155,775)	(312,565)	(469,412)	(626,258)	(783,980)	(941,796)	(1,100,369)
	86%	303,181	116,557	(70,067)	(256,923)	(444,548)	(632,172)	(820,934)
	88%	759,749	543,548	327,347	110,473	(106,748)	(324,393)	(542,795)
	90%	1,214,209	968,618	722,829	476,207	229,584	(17,999)	(265,817)
	92%	1,666,786	1,391,975	1,116,299	840,456	564,223	287,179	9,557
	94%	2,117,700	1,813,194	1,508,296	1,203,398	897,382	591,287	283,930
	96%	2,566,617	2,232,815	1,899,012	1,564,444	1,229,458	893,804	557,458
	98%	3,013,779	2,651,208	2,288,074	1,924,344	1,560,417	1,195,344	829,723
	100%	3,459,844	3,068,042	2,675,697	2,283,352	1,889,820	1,496,162	1,101,056
	102%	3,904,221	3,483,401	3,062,581	2,640,639	2,218,520	1,795,440	1,371,840
	104%	4,347,584	3,898,153	3,447,708	2,997,263	2,546,032	2,094,140	1,641,205
	106%	4,788,229	4,311,017	3,832,638	3,352,765	2,872,695	2,391,878	1,910,212
	108%	5,226,032	4,721,223	4,215,269	3,707,832	3,198,571	2,688,876	2,178,176
	110%	5,661,709	5,129,305	4,595,797	4,060,834	3,524,063	2,985,127	2,445,807
	112%	6,095,480	5,535,469	4,974,414	4,411,950	3,847,712	3,281,330	2,712,433
	114%	6,527,561	5,939,919	5,351,310	4,761,357	4,169,682	3,575,903	2,979,059
	116%	6,958,170	6,342,859	5,726,676	5,109,232	4,490,136	3,868,994	3,244,970
	118%	7,387,493	6,744,489	6,100,698	5,455,748	4,809,235	4,160,750	3,509,498
	120%	7,815,303	7,145,009	6,473,565	5,801,079	5,127,137	4,451,318	3,772,778

TABLE 8		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	2,283,352	25%	30%	35%	40%	45%	50%	55%
Grant (£ per unit) -	5,000	3,610,740	3,249,725	2,888,229	2,526,245	2,164,262	1,801,614	1,438,501
	10,000	3,761,636	3,430,800	3,099,963	2,769,127	2,437,517	2,105,895	1,774,274
	15,000	3,912,532	3,611,875	3,311,218	3,010,561	2,709,904	2,409,246	2,108,252
	20,000	4,063,157	3,792,950	3,522,472	3,251,994	2,981,516	2,711,038	2,440,560
	25,000	4,213,162	3,973,027	3,732,892	3,492,757	3,252,622	3,012,487	2,772,352
	30,000	4,362,599	4,152,381	3,942,163	3,731,945	3,521,727	3,311,509	3,101,276
	35,000	4,511,736	4,331,080	4,150,367	3,969,654	3,788,936	3,607,835	3,426,734
	40,000	4,660,084	4,509,028	4,357,587	4,205,979	4,054,140	3,901,920	3,749,377
	45,000	4,808,267	4,686,152	4,563,904	4,441,016	4,317,739	4,194,022	4,069,431
	50,000	4,955,731	4,862,784	4,769,228	4,674,858	4,579,838	4,484,008	4,387,209
	55,000	5,103,000	5,038,776	4,973,627	4,907,599	4,840,543	4,772,315	4,702,767

## NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

210726 Cambridge strategic options residential appraisals\_v3

Scheme Ref: **Urban C**  
 No Units: **700** Location / Value Zone: **Mid** Development Scenario: **Brownfield**  
 Notes:

[ KPI's for Report Summary Table ]

[ note that this table is combined with other similar Scheme Typologies as a Summary table ]

[ please check that it captures the required KPI's that you would like carried forward to the Summary Table ]

Scheme Ref:	Urban C
No Units:	700
Location / Value Zone:	Mid
Development Scenario:	Brownfield
Notes:	0
Total GDV (£)	200,793,425
<b>Policy Assumptions</b>	
AH Target % (& mix):	40%
Affordable Rent:	50%
Social Rent:	10%
First Homes:	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%
CIL (£ psm)	-
CIL (£ per unit)	-
CIL Total (£)	-
Site Specific S106 (£ per unit)	6,483
Site Specific S106 Total (£)	4,537,799
Sub-total CIL+S106 (£ per unit)	6,483
Site Infrastructure (£ per unit)	30,000
Site Infrastructure Total (£)	21,000,000
Sub-total CIL+S106+Infrastructure (£ per unit)	36,483
<b>Profit KPI's</b>	
Developers Profit (% on OMS)	20.0%
Developers Profit (% on AH)	6.0%
Developers Profit (% blended)	16.17%
Developers Profit (% on costs)	21.83%
Developers Profit Total (£)	32,465,906
<b>Land Value KPI's</b>	
RLV (£/acre)	2,923,352
RLV (£/ha)	7,223,604
RLV (% of GDV)	8.39%
RLV Total (£)	16,855,075
BLV (£/acre)	640,000
BLV (£/ha)	1,581,440
BLV Total (£)	3,690,027
Surplus/Deficit (£/acre) [RLV-BLV]	2,283,352
Surplus/Deficit (£/ha)	5,642,164
Surplus/Deficit Total (£)	13,165,049
Surplus/Deficit (per unit)	18,807
Plan Viability comments	Viable

Viable	if RLV > BLV
Marginal	if RLV < BLV, but RLV is positive
Not Viable	if RLV < BLV, and RLV is negative

Scheme Ref: **Edge A**  
 No Units: **3870** Location / Value Zone: **Mid** Development Scenario: **Greenfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			3,870 Units						
AH Policy requirement (% Target)			40%						
AH tenure split %			Affordable Rent:		50.0%		60.0% % Rented		
			Social Rent:		10.0%				
			First Homes:		25.0%				
			Other Intermediate (LCHO/Sub-Market etc.):		15.0%		16.0% % of total (>10% for NPPF para 64.)		
Open Market Sale (OMS) housing			60%						
			100% 100.0%						
CIL Rate (£ psm)			0.00 £ psm						
Unit mix -		Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units		
1 bed House		0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House		10.0%	232.2	18.8%	290.3	14%	522.5		
3 bed House		45.0%	1,044.9	25.0%	387.0	37%	1,431.9		
4 bed House		30.0%	696.6	7.5%	116.1	21%	812.7		
5 bed House		0.0%	0.0	0.0%	0.0	0%	0.0		
1 bed Flat		5.0%	116.1	30.0%	464.4	15%	580.5		
2 bed Flat		10.0%	232.2	18.8%	290.3	14%	522.5		
Total number of units		100.0%	2,322.0	100.0%	1,548.0	100%	3,870.0		
Net area per unit			Net to Gross %			Gross (GIA) per unit			
(sqm)			(sqft)			(sqm) (sqft)			
OMS Unit Floor areas -			%						
1 bed House			0.0 0			0.0 0			
2 bed House			75.0 807			75.0 807			
3 bed House			97.0 1,044			97.0 1,044			
4 bed House			150.0 1,615			150.0 1,615			
5 bed House			0.0 0			0.0 0			
1 bed Flat			50.0 538			85.0% 58.8 633			
2 bed Flat			70.0 753			85.0% 82.4 886			
Net area per unit			Net to Gross %			Gross (GIA) per unit			
(sqm)			(sqft)			(sqm) (sqft)			
AH Unit Floor areas -			%						
1 bed House			0.0 0			0.0 0			
2 bed House			75.0 807			75.0 807			
3 bed House			97.0 1,044			97.0 1,044			
4 bed House			124.0 1,335			124.0 1,335			
5 bed House			0.0 0			0.0 0			
1 bed Flat			50.0 538			85.0% 58.8 633			
2 bed Flat			70.0 753			85.0% 82.4 886			
Mkt Units GIA			AH units GIA			Total GIA (all units)			
(sqm) (sqft)			(sqm) (sqft)			(sqm) (sqft)			
Total Gross Floor areas -									
1 bed House			0 0			0 0			
2 bed House			17,415 187,453			21,769 234,317 39,184 421,770			
3 bed House			101,355 1,090,979			37,539 404,066 138,894 1,495,046			
4 bed House			104,490 1,124,721			14,396 154,962 118,886 1,279,683			
5 bed House			0 0			0 0			
1 bed Flat			6,829 73,511			27,318 294,045 34,147 367,556			
2 bed Flat			19,122 205,831			23,903 257,289 43,025 463,120			
249,212 2,682,496			124,925 1,344,679			374,137 4,027,175			
AH % by floor area:			33.39% AH % by floor area due to mix						
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf	total MV £ (no AH)				
1 bed House		0	#DIV/0!	#DIV/0!	0				
2 bed House		400,000	5,333	495	208,980,000				
3 bed House		500,000	5,155	479	715,950,000				
4 bed House		670,000	4,467	415	544,509,000				
5 bed House		725,000	#DIV/0!	#DIV/0!	0				
1 bed Flat		365,000	7,300	678	211,882,500				
2 bed Flat		365,000	5,214	484	190,694,250				
					1,872,015,750				
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £	% of MV	Intermediate £	% of MV
1 bed House		0	50%	0	40%	0	70%	0	70%
2 bed House		200,000	50%	160,000	40%	250,000	70%	280,000	70%
3 bed House		250,000	50%	200,000	40%	250,000	70%	350,000	70%
4 bed House		335,000	50%	268,000	40%	250,000	70%	469,000	70%
5 bed House		362,500	50%	290,000	40%	250,000	70%	507,500	70%
1 bed Flat		182,500	50%	146,000	40%	250,000	70%	255,500	70%
2 bed Flat		182,500	50%	146,000	40%	250,000	70%	255,500	70%

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Scheme Ref: **Edge A**  
 No Units: **3870** Location / Value Zone: **Mid** Development Scenario: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	232.2	@	400,000	92,880,000
3 bed House	1,044.9	@	500,000	522,450,000
4 bed House	696.6	@	670,000	466,722,000
5 bed House	0.0	@	725,000	-
1 bed Flat	116.1	@	365,000	42,376,500
2 bed Flat	232.2	@	365,000	84,753,000
	2,322.0			1,209,181,500
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	145.1	@	200,000	29,025,000
3 bed House	193.5	@	250,000	48,375,000
4 bed House	58.1	@	335,000	19,446,750
5 bed House	0.0	@	362,500	-
1 bed Flat	232.2	@	182,500	42,376,500
2 bed Flat	145.1	@	182,500	26,485,313
	774.0			165,708,563
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	29.0	@	160,000	4,644,000
3 bed House	38.7	@	200,000	7,740,000
4 bed House	11.6	@	268,000	3,111,480
5 bed House	0.0	@	290,000	-
1 bed Flat	46.4	@	146,000	6,780,240
2 bed Flat	29.0	@	146,000	4,237,650
	154.8			26,513,370
<b>First Homes GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	72.6	@	250,000	18,140,625
3 bed House	96.8	@	250,000	24,187,500
4 bed House	29.0	@	250,000	7,256,250
5 bed House	0.0	@	250,000	-
1 bed Flat	116.1	@	250,000	29,025,000
2 bed Flat	72.6	@	250,000	18,140,625
	387.0			96,750,000
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	43.5	@	280,000	12,190,500
3 bed House	58.1	@	350,000	20,317,500
4 bed House	17.4	@	469,000	8,167,635
5 bed House	0.0	@	507,500	-
1 bed Flat	69.7	@	255,500	17,798,130
2 bed Flat	43.5	@	255,500	11,123,831
	232.2	1,548.0		69,597,596
<b>Sub-total GDV Residential</b>				
	<b>3,870</b>			<b>1,567,751,029</b>
<b>AH on-site cost analysis:</b>		<b>£MV (no AH) less EGDV (inc. AH)</b>		
	<b>813 £ psm (total GIA sqm)</b>		<b>78,621 £ per unit (total units)</b>	<b>304,264,721</b>
<b>Grant</b>				
	1,548	AH units @	0 per unit	-
<b>Total GDV</b>				<b>1,567,751,029</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Statutory Planning Fees (Residential)				(550,019)
Planning Application Professional Fees, Surveys and reports				(1,650,000)
CIL	249,212 sqm (Market only)	0.00 £ psm		-
	<b>0.00% % of GDV</b>	<b>0 £ per unit (total units)</b>		
<b>CIL analysis:</b>				
Site Specific S106 Contributions	Net zero carbon housing	12,880 per dwelling		(35,639,604)
	Net zero carbon flats	5% build cost		(5,328,751)
	Green belt loss mitigation	1,000 per dwelling		(3,870,000)
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	3,870 units @	0 per unit	-
<b>S106 analysis:</b>		<b>2.86% % of GDV</b>	<b>11,586 £ per unit (total units)</b>	<b>(44,838,355)</b>
AH Commuted Sum	374,137 sqm (total)	0 £ psm		-
<b>Comm. Sum analysis:</b>		<b>0.00% % of GDV</b>		

Scheme Ref: **Edge A**  
No Units: **3870**      Location / Value Zone: **Mid**      Development Scenario: **Greenfield**  
Notes:

| cont./

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Scheme Ref: **Edge A**  
No Units: **3870**  
Notes:

Location / Value Zone: **Mid**

Development Scenario: **Greenfield**

<b>Construction Costs -</b>				
Site Clearance, Demolition & Remediation	96.75	ha @	0	£ per ha (if brownfield)
Net Biodiversity Gain @ 20%	3,870	units @	1,211	£ per unit (4,688,195)
<b>Site Infrastructure costs -</b>				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
Year 11	0			-
Year 12	0			-
Year 13	0			-
Year 14	0			-
Year 15	0			-
total	3,870	units @	20,000	per unit (77,400,000)
<b>Infra. Costs analysis:</b> 800,000 £ per ha 4.94% % of GDV 20,000 £ per unit (total ui (77,400,000)				
1 bed House	-	sqm @	1,234	psm -
2 bed House	39,184	sqm @	1,234	psm (48,352,748)
3 bed House	138,894	sqm @	1,234	psm (171,395,566)
4 bed House	118,886	sqm @	1,234	psm (146,705,818)
5 bed House	-	sqm @	1,234	psm -
1 bed Flat	34,147	sqm @	1,381	psm (47,157,088)
2 bed Flat	374,137	sqm @	1,381	psm (59,417,931)
<b>External works</b> 473,029,151 @ 15.0% (70,954,373)				
<b>Ext. Works analysis:</b> 18,334 £per unit				
M4(2) Category 2 Housing	Aff units	1,548 units @	100% @	586 £ per unit (907,128)
M4(3) Category 3 Housing	Aff units	1,548 units @	5% @	11,386 £ per unit (881,276)
M4(2) Category 2 Housing	Mrkt units	2,322 units @	100% @	586 £ per unit (1,360,692)
M4(3) Category 3 Housing	Mrkt units	2,322 units @	5% @	11,386 £ per unit (1,321,915)
Carbon/Energy Reduction/FHS		3,870 units @		0 £ per unit -
EV Charging Points - Houses		2,767 units @		1,000 £ per unit (2,767,050)
EV Charging Points - Flats		276 units @		625 £ per unit (172,336)
Water Efficiency		3,870 units @		3,106 £ per unit (12,020,220)
<b>Contingency (on construction)</b> 645,502,336 @ 5.0% (32,275,117)				
<b>Professional Fees</b> 645,502,336 @ 10.0% (64,550,234)				
<b>Disposal Costs -</b>				
OMS Marketing and Promotion		1,209,181,500 OMS @	3.00%	9,374 £ per unit (36,275,445)
Residential Sales Agent Costs		1,209,181,500 OMS @	1.00%	3,125 £ per unit (12,091,815)
Residential Sales Legal Costs		1,209,181,500 OMS @	0.25%	781 £ per unit (3,022,954)
Affordable Sale Legal Costs				lump sum (10,000)
<b>Disposal Cost analysis:</b> 13,282 £ per unit				
<b>Interest (on Development Costs) -</b> 7.50% APR 0.604% pcm (3,027,726)				
<b>Developers Profit -</b>				
Profit on OMS		1,209,181,500	20.00%	(241,836,300)
Margin on AH		358,569,529	6.00% on AH values	(21,514,172)
<b>Profit analysis:</b> 1,567,751,029 16.80% blended GDV (263,350,472)				
843,794,000 31.21% on costs (263,350,472)				
<b>TOTAL COSTS</b> (1,107,144,472)				

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				460,606,557
SDLT	460,606,557	@	HMRC formula	(23,019,828)
Acquisition Agent fees	460,606,557	@	1.0%	(4,606,066)
Acquisition Legal fees	460,606,557	@	0.5%	(2,303,033)
Interest on Land	460,606,557	@	7.50%	(34,545,492)
Residual Land Value				<b>396,132,139</b>
<b>RLV analysis:</b> 102,360 £ per plot 4,094,389 £ per ha 1,656,977 £ per acre 25.27% % RLV / GDV				

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density (Net)		40.0	dph	
Site Area (Net)		96.75	ha	239.07 acres
Benchmark Land Value (Net)	12,355 £ per plot	494,200	£ per ha	200,000 £ per acre
<b>BLV analysis:</b> Density 3.867 sqm/ha 16.845 sqft/ac				
<b>47,813,850</b>				

<b>BALANCE</b>				
Surplus/(Deficit)		3,600,189	£ per ha	1,456,977 £ per acre
				<b>348,318,289</b>

Scheme Ref:	Edge A		
No Units:	3870	Location / Value Zone:	Mid
Notes:		Development Scenario:	Greenfield

Scheme Ref:

Edge A

No Units:

3870

Location / Value Zone:

Mid

Development Scenario:

Greenfield

Notes:

**SENSITIVITY ANALYSIS**

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	1,456,977	25%	30%	35%	40%	45%	50%	55%
CIL Epsm 0.00	500.00	1,172,521	1,116,723	1,060,926	1,005,128	949,322	893,494	837,665
	510.00	1,161,210	1,106,167	1,051,123	996,080	941,018	885,945	830,871
	520.00	1,149,900	1,095,610	1,041,321	987,032	932,714	878,396	824,077
	530.00	1,138,589	1,085,054	1,031,519	977,974	924,410	870,846	817,283
	540.00	1,127,279	1,074,498	1,021,716	968,915	916,106	863,297	810,488
	550.00	1,115,969	1,063,941	1,011,910	959,856	907,802	855,748	803,694
	560.00	1,104,658	1,053,385	1,002,096	950,797	899,498	848,199	796,900
	570.00	1,093,348	1,042,826	992,282	941,738	891,194	840,650	790,103
	580.00	1,082,037	1,032,257	982,468	932,679	882,890	833,101	783,300
	590.00	1,070,723	1,021,688	972,654	923,620	874,586	825,551	776,498
	600.00	1,059,399	1,011,120	962,840	914,561	866,282	818,002	769,695
	610.00	1,048,075	1,000,551	953,026	905,502	857,978	810,445	762,892
	620.00	1,036,752	989,982	943,213	896,443	849,674	802,887	756,089
	630.00	1,025,428	979,413	933,399	887,384	841,369	795,328	749,287
	640.00	1,014,104	968,844	923,585	878,325	833,055	787,770	742,484
	650.00	1,002,780	958,276	913,771	869,266	824,741	780,211	735,681
	660.00	991,457	947,707	903,957	860,200	816,426	772,652	728,879
	670.00	980,133	937,138	894,143	851,130	808,112	765,094	722,076
	680.00	968,809	926,569	884,322	842,059	799,797	757,535	715,273
	690.00	957,485	916,000	874,495	832,989	791,483	749,977	708,471
	700.00	946,162	905,420	864,669	823,919	783,169	742,418	701,668
	710.00	934,832	894,838	854,843	814,849	774,854	734,860	694,861
	720.00	923,494	884,256	845,017	805,778	766,540	727,301	688,049
	730.00	912,156	873,674	835,191	796,708	758,225	719,743	681,238
	740.00	900,819	863,092	825,365	787,638	749,911	712,176	674,426
	750.00	889,481	852,510	815,539	778,568	741,596	704,608	667,614

**TABLE 2**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	1,456,977	25%	30%	35%	40%	45%	50%	55%
Site Specific S106 11,586	50,000	1,035,441	941,866	848,240	754,574	660,817	566,974	473,017
	55,000	965,102	871,474	777,813	684,055	590,222	496,281	402,200
	60,000	894,708	801,048	707,294	613,470	519,545	425,485	331,240
	65,000	824,282	730,532	636,718	542,808	448,770	354,571	260,130
	70,000	753,771	659,966	566,072	472,055	377,883	283,513	188,849
	75,000	683,214	589,335	495,339	401,195	306,868	212,282	117,337
	80,000	612,598	518,615	424,507	330,213	235,710	140,872	45,567
	85,000	541,879	447,796	353,558	259,094	164,355	69,216	(26,520)
	90,000	471,081	376,876	282,478	187,823	92,814	(2,715)	(99,016)
	95,000	400,188	305,841	211,251	116,351	21,010	(74,984)	(172,011)
	100,000	329,186	234,675	139,862	44,674	(51,086)	(147,689)	(245,649)
	105,000	258,059	163,340	68,272	(27,280)	(123,545)	(220,921)	(320,156)
	110,000	186,791	91,830	(3,547)	(99,542)	(196,454)	(294,840)	(395,825)
	115,000	115,365	20,119	(75,651)	(172,192)	(269,924)	(369,663)	(473,127)
	120,000	43,730	(51,844)	(148,082)	(245,308)	(344,125)	(445,704)	(552,856)

**TABLE 3**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	1,456,977	25%	30%	35%	40%	45%	50%	55%
Profit 20.0%	15.0%	2,008,848	1,897,387	1,785,926	1,674,465	1,562,969	1,451,465	1,339,960
	16.0%	1,954,476	1,846,640	1,738,804	1,630,967	1,523,097	1,415,217	1,307,337
	17.0%	1,900,104	1,795,893	1,691,681	1,587,470	1,483,224	1,378,969	1,274,714
	18.0%	1,845,732	1,745,145	1,644,559	1,543,972	1,443,351	1,342,721	1,242,091
	19.0%	1,791,360	1,694,398	1,597,436	1,500,474	1,403,478	1,306,473	1,209,467
	20.0%	1,736,988	1,643,651	1,550,314	1,456,977	1,363,605	1,270,225	1,176,844

**TABLE 4**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	1,456,977	25%	30%	35%	40%	45%	50%	55%
BLV (£ per acre) 200,000	600,000	1,336,988	1,243,651	1,150,314	1,056,977	963,605	870,225	776,844
	620,000	1,316,988	1,223,651	1,130,314	1,036,977	943,605	850,225	756,844
	640,000	1,296,988	1,203,651	1,110,314	1,016,977	923,605	830,225	736,844
	660,000	1,276,988	1,183,651	1,090,314	996,977	903,605	810,225	716,844
	680,000	1,256,988	1,163,651	1,070,314	976,977	883,605	790,225	696,844
	700,000	1,236,988	1,143,651	1,050,314	956,977	863,605	770,225	676,844
	720,000	1,216,988	1,123,651	1,030,314	936,977	843,605	750,225	656,844
	740,000	1,196,988	1,103,651	1,010,314	916,977	823,605	730,225	636,844
	760,000	1,176,988	1,083,651	990,314	896,977	803,605	710,225	616,844
	780,000	1,156,988	1,063,651	970,314	876,977	783,605	690,225	596,844
	800,000	1,136,988	1,043,651	950,314	856,977	763,605	670,225	576,844
	820,000	1,116,988	1,023,651	930,314	836,977	743,605	650,225	556,844
	840,000	1,096,988	1,003,651	910,314	816,977	723,605	630,225	536,844
	860,000	1,076,988	983,651	890,314	796,977	703,605	610,225	516,844
	880,000	1,056,988	963,651	870,314	776,977	683,605	590,225	496,844
	900,000	1,036,988	943,651	850,314	756,977	663,605	570,225	476,844



Scheme Ref:

Edge A

No Units:

3870

Location / Value Zone:

Mid

Development Scenario:

Greenfield

Notes:

TABLE 5		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	1,456,977	25%	30%	35%	40%	45%	50%	55%
Density (dph) 40.0	35	1,494,864	1,413,194	1,331,524	1,249,854	1,168,154	1,086,446	1,004,739
	40	1,736,988	1,643,651	1,550,314	1,456,977	1,363,605	1,270,225	1,176,844
	45	1,979,111	1,874,107	1,769,103	1,664,099	1,559,056	1,454,003	1,348,950
	50	2,221,235	2,104,563	1,987,892	1,871,221	1,754,506	1,637,781	1,521,055
	55	2,463,358	2,335,020	2,206,681	2,078,343	1,949,957	1,821,559	1,693,161
	60	2,705,481	2,565,476	2,425,470	2,285,465	2,145,407	2,005,337	1,865,266
	65	2,947,605	2,795,932	2,644,260	2,492,587	2,340,858	2,189,115	2,037,372
	70	3,189,728	3,026,389	2,863,049	2,699,709	2,536,309	2,372,893	2,209,477
	75	3,431,852	3,256,845	3,081,838	2,906,831	2,731,759	2,556,671	2,381,583
	80	3,673,975	3,487,301	3,300,627	3,113,953	2,927,210	2,740,449	2,553,688
	85	3,916,099	3,717,758	3,519,416	3,321,075	3,122,661	2,924,227	2,725,794

TABLE 6		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	1,456,977	25%	30%	35%	40%	45%	50%	55%
Build Cost 100% (105% = 5% increase)	98%	1,784,342	1,690,477	1,596,612	1,502,747	1,408,882	1,314,989	1,221,080
	100%	1,736,988	1,643,651	1,550,314	1,456,977	1,363,605	1,270,225	1,176,844
	102%	1,689,634	1,596,824	1,504,015	1,411,164	1,318,312	1,225,460	1,132,582
	104%	1,642,280	1,549,989	1,457,666	1,365,342	1,273,019	1,180,669	1,088,293
	106%	1,594,906	1,503,111	1,411,316	1,319,521	1,227,698	1,135,851	1,044,003
	108%	1,547,499	1,456,233	1,364,966	1,273,670	1,182,351	1,091,032	999,666
	110%	1,500,092	1,409,354	1,318,583	1,227,794	1,137,004	1,046,172	955,320
	112%	1,452,686	1,362,439	1,272,178	1,181,917	1,091,619	1,001,296	910,946
	114%	1,405,237	1,315,505	1,225,773	1,136,007	1,046,214	956,404	866,540
	116%	1,357,774	1,268,571	1,179,336	1,090,073	1,000,803	911,469	822,114
	118%	1,310,311	1,221,606	1,132,872	1,044,138	955,338	866,530	777,646
	120%	1,262,818	1,174,613	1,086,409	998,146	909,872	821,532	733,152

TABLE 7		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	1,456,977	25%	30%	35%	40%	45%	50%	55%
Market Values 100% (105% = 5% increase)	80%	908,752	870,504	832,248	793,991	755,735	717,479	679,218
	82%	991,759	947,989	904,219	860,449	816,679	772,883	729,086
	84%	1,074,718	1,025,441	976,159	926,855	877,551	828,247	778,943
	86%	1,157,634	1,102,829	1,048,024	993,219	938,414	883,585	828,748
	88%	1,240,489	1,180,187	1,119,884	1,059,551	999,218	938,886	878,552
	90%	1,323,321	1,257,497	1,191,673	1,125,849	1,060,023	994,163	928,302
	92%	1,406,109	1,334,796	1,263,460	1,192,114	1,120,768	1,049,422	978,052
	94%	1,488,863	1,412,034	1,335,204	1,258,375	1,181,511	1,104,643	1,027,775
	96%	1,571,618	1,489,271	1,406,925	1,324,578	1,242,232	1,159,864	1,077,474
	98%	1,654,303	1,566,478	1,478,645	1,390,782	1,302,918	1,215,055	1,127,173
	100%	1,736,988	1,643,651	1,550,314	1,456,977	1,363,605	1,270,225	1,176,844
	102%	1,819,672	1,720,823	1,621,974	1,523,124	1,424,275	1,325,394	1,226,497
	104%	1,902,304	1,797,984	1,693,634	1,589,272	1,484,911	1,380,549	1,276,150
	106%	1,984,926	1,875,098	1,765,269	1,655,420	1,545,546	1,435,672	1,325,798
	108%	2,067,548	1,952,212	1,836,875	1,721,538	1,606,182	1,490,795	1,375,409
	110%	2,150,171	2,029,326	1,908,481	1,787,636	1,666,791	1,545,919	1,425,020
	112%	2,232,742	2,106,433	1,980,087	1,853,734	1,727,381	1,601,028	1,474,631
	114%	2,315,308	2,183,496	2,051,683	1,919,832	1,787,970	1,656,109	1,524,242
	116%	2,397,875	2,260,558	2,123,241	1,985,923	1,848,560	1,711,191	1,573,822
	118%	2,480,412	2,337,620	2,194,798	2,051,977	1,909,150	1,766,272	1,623,395
	120%	2,562,931	2,414,650	2,266,356	2,118,030	1,969,704	1,821,354	1,672,968

TABLE 8		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	1,456,977	25%	30%	35%	40%	45%	50%	55%
Grant (£ per unit) -	5,000	1,754,511	1,664,679	1,574,847	1,485,015	1,395,180	1,305,308	1,215,435
	10,000	1,772,035	1,685,708	1,599,380	1,513,053	1,426,725	1,340,391	1,254,027
	15,000	1,789,559	1,706,736	1,623,914	1,541,091	1,458,268	1,375,445	1,292,618
	20,000	1,807,083	1,727,765	1,648,447	1,569,129	1,489,811	1,410,493	1,331,175
	25,000	1,824,596	1,748,793	1,672,980	1,597,167	1,521,354	1,445,540	1,369,727
	30,000	1,842,103	1,769,808	1,697,513	1,625,205	1,552,897	1,480,588	1,408,280
	35,000	1,859,611	1,790,817	1,722,023	1,653,229	1,584,435	1,515,636	1,446,832
	40,000	1,877,118	1,811,826	1,746,533	1,681,241	1,615,949	1,550,656	1,485,364
	45,000	1,894,625	1,832,835	1,771,044	1,709,253	1,647,462	1,585,671	1,523,880
	50,000	1,912,133	1,853,843	1,795,554	1,737,264	1,678,975	1,620,685	1,562,396
	55,000	1,929,640	1,874,852	1,820,064	1,765,276	1,710,488	1,655,700	1,600,912

## NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

Scheme Ref: **Edge A**  
 No Units: **3870** Location / Value Zone: **Mid** Development Scenario: **Greenfield**  
 Notes:

[ KPI's for Report Summary Table ]

[ note that this table is combined with other similar Scheme Typologies as a Summary table ]

[ please check that it captures the required KPI's that you would like carried forward to the Summary Table ]

Scheme Ref:	Edge A
No Units:	3870
Location / Value Zone:	Mid
Development Scenario:	Greenfield
Notes:	0
Total GDV (£)	1,567,751,029
<b>Policy Assumptions</b>	
AH Target % (& mix):	40%
Affordable Rent:	50%
Social Rent:	10%
First Homes:	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%
CIL (£ psm)	-
CIL (£ per unit)	-
CIL Total (£)	-
Site Specific S106 (£ per unit)	11,586
Site Specific S106 Total (£)	44,838,355
Sub-total CIL+S106 (£ per unit)	11,586
Site Infrastructure (£ per unit)	20,000
Site Infrastructure Total (£)	77,400,000
Sub-total CIL+S106+Infrastructure (£ per unit)	31,586
<b>Profit KPI's</b>	
Developers Profit (% on OMS)	20.0%
Developers Profit (% on AH)	6.0%
Developers Profit (% blended)	16.80%
Developers Profit (% on costs)	31.21%
Developers Profit Total (£)	263,350,472
<b>Land Value KPI's</b>	
RLV (£/acre)	1,656,977
RLV (£/ha)	4,094,389
RLV (% of GDV)	25.27%
RLV Total (£)	396,132,139
BLV (£/acre)	200,000
BLV (£/ha)	494,200
BLV Total (£)	47,813,850
Surplus/Deficit (£/acre) [RLV-BLV]	1,456,977
Surplus/Deficit (£/ha)	3,600,189
Surplus/Deficit Total (£)	348,318,289
Surplus/Deficit (per unit)	90,005
Plan Viability comments	Viable

Viable	if RLV > BLV
Marginal	if RLV < BLV, but RLV is positive
Not Viable	if RLV < BLV, and RLV is negative

Scheme Ref: **Edge B**  
 No Units: **1935** Location / Value Zone: **Mid** Development Scenario: **Greenfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			1,935 Units						
AH Policy requirement (% Target)			40%						
AH tenure split %			Affordable Rent:		50.0%		60.0% % Rented		
			Social Rent:		10.0%				
			First Homes:		25.0%				
			Other Intermediate (LCHO/Sub-Market etc.):		15.0%		16.0% % of total (>10% for NPPF para 64.)		
Open Market Sale (OMS) housing			60%						
			100% 100.0%						
CIL Rate (£ psm)			0.00 £ psm						
Unit mix -									
	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
2 bed House	10.0%	116.1	18.8%	145.1	14%	261.2			
3 bed House	45.0%	522.5	25.0%	193.5	37%	716.0			
4 bed House	30.0%	348.3	7.5%	58.1	21%	406.4			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	5.0%	58.1	30.0%	232.2	15%	290.3			
2 bed Flat	10.0%	116.1	18.8%	145.1	14%	261.2			
Total number of units	100.0%	1,161.0	100.0%	774.0	100%	1,935.0			
OMS Unit Floor areas -									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
			%						
1 bed House	0.0	0			0.0	0			
2 bed House	75.0	807			75.0	807			
3 bed House	97.0	1,044			97.0	1,044			
4 bed House	150.0	1,615			150.0	1,615			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
AH Unit Floor areas -									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
			%						
1 bed House	0.0	0			0.0	0			
2 bed House	75.0	807			75.0	807			
3 bed House	97.0	1,044			97.0	1,044			
4 bed House	124.0	1,335			124.0	1,335			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
Total Gross Floor areas -									
	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
1 bed House	0	0	0	0	0	0			
2 bed House	8,708	93,727	10,884	117,158	19,592	210,885			
3 bed House	50,678	545,490	18,770	202,033	69,447	747,523			
4 bed House	52,245	562,360	7,198	77,481	59,443	639,841			
5 bed House	0	0	0	0	0	0			
1 bed Flat	3,415	36,756	13,659	147,022	17,074	183,778			
2 bed Flat	9,561	102,916	11,951	128,645	21,513	231,560			
	124,606	1,341,248	62,462	672,339	187,068	2,013,587			
AH % by floor area:			33.39% AH % by floor area due to mix						
Open Market Sales values (£) -									
	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)					
		#DIV/0!	#DIV/0!						
1 bed House	0			0					
2 bed House	400,000	5,333	495	104,490,000					
3 bed House	500,000	5,155	479	357,975,000					
4 bed House	670,000	4,467	415	272,254,500					
5 bed House	725,000	#DIV/0!	#DIV/0!	0					
1 bed Flat	365,000	7,300	678	105,941,250					
2 bed Flat	365,000	5,214	484	95,347,125					
				936,007,875					
Affordable Housing values (£) -									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £	% of MV	Intermediate £	% of MV	
1 bed House	0	50%	0	40%	0	70%	0	70%	
2 bed House	200,000	50%	160,000	40%	250,000	70%	280,000	70%	
3 bed House	250,000	50%	200,000	40%	250,000	70%	350,000	70%	
4 bed House	335,000	50%	268,000	40%	250,000	70%	469,000	70%	
5 bed House	362,500	50%	290,000	40%	250,000	70%	507,500	70%	
1 bed Flat	182,500	50%	146,000	40%	250,000	70%	255,500	70%	
2 bed Flat	182,500	50%	146,000	40%	250,000	70%	255,500	70%	

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Scheme Ref: **Edge B**  
 No Units: **1935** Location / Value Zone: **Mid** Development Scenario: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	116.1	@	400,000	46,440,000
3 bed House	522.5	@	500,000	261,225,000
4 bed House	348.3	@	670,000	233,361,000
5 bed House	0.0	@	725,000	-
1 bed Flat	58.1	@	365,000	21,188,250
2 bed Flat	116.1	@	365,000	42,376,500
	1,161.0			604,590,750
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	72.6	@	200,000	14,512,500
3 bed House	96.8	@	250,000	24,187,500
4 bed House	29.0	@	335,000	9,723,375
5 bed House	0.0	@	362,500	-
1 bed Flat	116.1	@	182,500	21,188,250
2 bed Flat	72.6	@	182,500	13,242,656
	387.0			82,854,281
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	14.5	@	160,000	2,322,000
3 bed House	19.4	@	200,000	3,870,000
4 bed House	5.8	@	268,000	1,555,740
5 bed House	0.0	@	290,000	-
1 bed Flat	23.2	@	146,000	3,390,120
2 bed Flat	14.5	@	146,000	2,118,825
	77.4			13,256,685
<b>First Homes GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	36.3	@	250,000	9,070,313
3 bed House	48.4	@	250,000	12,093,750
4 bed House	14.5	@	250,000	3,628,125
5 bed House	0.0	@	250,000	-
1 bed Flat	58.1	@	250,000	14,512,500
2 bed Flat	36.3	@	250,000	9,070,313
	193.5			48,375,000
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	21.8	@	280,000	6,095,250
3 bed House	29.0	@	350,000	10,158,750
4 bed House	8.7	@	469,000	4,083,818
5 bed House	0.0	@	507,500	-
1 bed Flat	34.8	@	255,500	8,899,065
2 bed Flat	21.8	@	255,500	5,561,916
	116.1	774.0		34,798,798
<b>Sub-total GDV Residential</b>	<b>1,935</b>			<b>783,875,514</b>
<b>AH on-site cost analysis:</b>		<b>£MV (no AH) less EGDV (inc. AH)</b>		<b>152,132,361</b>
		<b>813 £ psm (total GIA sqm)</b>		<b>78,621 £ per unit (total units)</b>
<b>Grant</b>	774	AH units @	0 per unit	-
<b>Total GDV</b>				<b>783,875,514</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Statutory Planning Fees (Residential)				(282,989)
Planning Application Professional Fees, Surveys and reports				(850,000)
CIL	124,606 sqm (Market only)	0.00 £ psm		-
<b>CIL analysis:</b>		<b>0.00% % of GDV</b>		<b>0 £ per unit (total units)</b>
Site Specific S106 Contributions	Net zero carbon housing	12,880 per dwelling		(17,819,802)
	Net zero carbon flats	5% build cost		(2,664,375)
	Green belt loss mitigation	1,000 per dwelling		(1,935,000)
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	1,935 units @	0 per unit	-
<b>S106 analysis:</b>		<b>2.86% % of GDV</b>		<b>11,586 £ per unit (total units)</b>
<b>463,446 £ per ha</b>		<b>187,068 sqm (total)</b>		<b>0 £ psm</b>
AH Commuted Sum				-
<b>Comm. Sum analysis:</b>		<b>0.00% % of GDV</b>		

Scheme Ref: **Edge B**  
No Units: **1935**      Location / Value Zone: **Mid**      Development Scenario: **Greenfield**  
Notes:

| cont./

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Scheme Ref: **Edge B**  
No Units: **1935**  
Notes:

Location / Value Zone: **Mid**

Development Scenario: **Greenfield**

<b>Construction Costs -</b>			
Site Clearance, Demolition & Remediation	48.38 ha @	0 £ per ha (if brownfield)	-
Net Biodiversity Gain @ 20%	1,935 units @	1,211 £ per unit	(2,344,098)
<b>Site Infrastructure costs -</b>			
Year 1	0		-
Year 2	0		-
Year 3	0		-
Year 4	0		-
Year 5	0		-
Year 6	0		-
Year 7	0		-
Year 8	0		-
Year 9	0		-
Year 10	0		-
Year 11	0		-
Year 12	0		-
Year 13	0		-
Year 14	0		-
Year 15	0		-
total	1,935 units @	20,000 per unit	(38,700,000)
<b>Infra. Costs analysis:</b> 800,000 £ per ha 4.94% % of GDV 20,000 £ per unit (total ui) (38,700,000)			
1 bed House	- sqm @	1,234 psm	-
2 bed House	19,592 sqm @	1,234 psm	(24,176,374)
3 bed House	69,447 sqm @	1,234 psm	(85,697,783)
4 bed House	59,443 sqm @	1,234 psm	(73,352,909)
5 bed House	- sqm @	1,234 psm	-
1 bed Flat	17,074 sqm @	1,381 psm	(23,578,544)
2 bed Flat	187,068 21,513 sqm @	1,381 psm	(29,708,966)
<b>External works</b> 236,514,575 @ 15.0% (35,477,186)			
<b>Ext. Works analysis:</b> 18,334 £ per unit			
M4(2) Category 2 Housing	Aff units 774 units @	100% @ 586 £ per unit	(453,564)
M4(3) Category 3 Housing	Aff units 774 units @	5% @ 11,386 £ per unit	(440,638)
M4(2) Category 2 Housing	Mrkt units 1,161 units @	100% @ 586 £ per unit	(680,346)
M4(3) Category 3 Housing	Mrkt units 1,161 units @	5% @ 11,386 £ per unit	(660,957)
Carbon/Energy Reduction/FHS	1,935 units @	0 £ per unit	-
EV Charging Points - Houses	1,384 units @	1,000 £ per unit	(1,383,525)
EV Charging Points - Flats	138 units @	625 £ per unit	(86,168)
Water Efficiency	1,935 units @	3,106 £ per unit	(6,010,110)
Contingency (on construction)	322,751,168 @	5.0%	(16,137,558)
<b>Professional Fees</b>	322,751,168 @	10.0%	(32,275,117)
<b>Disposal Costs -</b>			
OMS Marketing and Promotion	604,590,750 OMS @	3.00% 9,374 £ per unit	(18,137,723)
Residential Sales Agent Costs	604,590,750 OMS @	1.00% 3,125 £ per unit	(6,045,908)
Residential Sales Legal Costs	604,590,750 OMS @	0.25% 781 £ per unit	(1,511,477)
Affordable Sale Legal Costs		lump sum	(10,000)
<b>Disposal Cost analysis:</b> 13,284 £ per unit			
<b>Interest (on Development Costs) -</b> 7.50% APR 0.604% pcm (1,523,970)			
<b>Developers Profit -</b>			
Profit on OMS	604,590,750	20.00%	(120,918,150)
Margin on AH	179,284,764	6.00% on AH values	(10,757,086)
<b>Profit analysis:</b> 783,875,514 16.80% blended GDV (131,675,236)			
421,945,086 31.21% on costs (131,675,236)			
<b>TOTAL COSTS</b>			<b>(553,620,322)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>			
Residual Land Value (gross)			230,255,192
SDLT	230,255,192 @	HMRC formula	(11,502,260)
Acquisition Agent fees	230,255,192 @	1.0%	(2,302,552)
Acquisition Legal fees	230,255,192 @	0.5%	(1,151,276)
Interest on Land	230,255,192 @	7.50%	(17,269,139)
Residual Land Value			<b>198,029,965</b>
<b>RLV analysis:</b> 102,341 £ per plot 4,093,643 £ per ha 1,656,675 £ per acre 25.26% % RLV / GDV			

<b>BENCHMARK LAND VALUE (BLV)</b>			
Residential Density (Net)	40.0 dph		
Site Area (Net)	48.38 ha	119.53 acres	
Benchmark Land Value (Net)	12,355 £ per plot 494,200 £ per ha	200,000 £ per acre	<b>23,906,925</b>
<b>BLV analysis:</b> Density 3.867 sqm/ha 16.845 sqft/ac			

<b>BALANCE</b>			
Surplus/(Deficit)	3,599,443 £ per ha	1,456,675 £ per acre	<b>174,123,040</b>

Scheme Ref: **Edge B**  
No Units: **1935**      Location / Value Zone: **Mid**      Development Scenario: **Greenfield**  
Notes:

Scheme Ref:

Edge B

No Units:

1935

Location / Value Zone:

Mid

Development Scenario:

Greenfield

Notes:

**SENSITIVITY ANALYSIS**

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	1,456,675	25%	30%	35%	40%	45%	50%	55%
CIL Epsm 0.00	500.00	1,172,212	1,116,415	1,060,617	1,004,820	949,012	893,183	837,355
	510.00	1,160,902	1,105,859	1,050,815	995,772	940,708	885,634	830,561
	520.00	1,149,592	1,095,302	1,041,013	986,722	932,404	878,085	823,766
	530.00	1,138,281	1,084,746	1,031,210	977,663	924,100	870,536	816,972
	540.00	1,126,971	1,074,189	1,021,408	968,604	915,796	862,987	810,178
	550.00	1,115,660	1,063,633	1,011,599	959,545	907,492	855,438	803,384
	560.00	1,104,350	1,053,076	1,001,785	950,486	899,187	847,888	796,589
	570.00	1,093,039	1,042,516	991,972	941,427	890,883	840,339	789,790
	580.00	1,081,729	1,031,947	982,158	932,368	882,579	832,790	782,988
	590.00	1,070,412	1,021,378	972,344	923,310	874,275	825,241	776,185
	600.00	1,059,089	1,010,809	962,530	914,251	865,971	817,691	769,382
	610.00	1,047,765	1,000,240	952,716	905,192	857,667	810,133	762,580
	620.00	1,036,441	989,672	942,902	896,133	849,363	802,574	755,777
	630.00	1,025,117	979,103	933,088	887,074	841,057	795,015	748,974
	640.00	1,013,794	968,534	923,274	878,015	832,742	787,457	742,171
	650.00	1,002,470	957,965	913,460	868,956	824,428	779,898	735,369
	660.00	991,146	947,396	903,646	859,887	816,114	772,340	728,566
	670.00	979,822	936,827	893,833	850,817	807,799	764,781	721,763
	680.00	968,499	926,259	884,009	841,747	799,485	757,223	714,961
	690.00	957,175	915,689	874,183	832,677	791,170	749,664	708,158
	700.00	945,851	905,107	864,357	823,606	782,856	742,106	701,355
	710.00	934,519	894,525	854,530	814,536	774,541	734,547	694,546
	720.00	923,182	883,943	844,704	805,466	766,227	726,988	687,735
	730.00	911,844	873,361	834,878	796,395	757,913	719,430	680,923
	740.00	900,506	862,779	825,052	787,325	749,598	711,861	674,111
	750.00	889,168	852,197	815,226	778,255	741,284	704,293	667,300

**TABLE 2**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	1,456,675	25%	30%	35%	40%	45%	50%	55%
Site Specific S106 11,586	50,000	1,035,130	941,556	847,927	754,259	660,502	566,657	472,698
	55,000	964,792	871,161	777,498	683,741	589,905	495,962	401,878
	60,000	894,396	800,735	706,979	613,153	519,225	425,164	330,915
	65,000	823,970	730,218	636,401	542,489	448,449	354,248	259,802
	70,000	753,456	659,649	565,753	471,733	377,559	283,185	188,516
	75,000	682,898	589,016	495,018	400,871	306,543	211,952	117,003
	80,000	612,280	518,296	424,183	329,887	235,380	140,538	45,227
	85,000	541,560	447,475	353,232	258,766	164,023	68,879	(26,864)
	90,000	470,759	376,553	282,150	187,493	92,477	(3,057)	(99,367)
	95,000	399,865	305,515	210,921	116,016	20,671	(75,333)	(172,369)
	100,000	328,860	234,347	139,529	44,337	(51,430)	(148,043)	(246,015)
	105,000	257,731	163,008	67,935	(27,622)	(123,896)	(221,282)	(320,534)
	110,000	186,461	91,495	(3,886)	(99,888)	(196,810)	(295,211)	(396,216)
	115,000	115,030	19,780	(75,995)	(172,545)	(270,287)	(370,044)	(473,537)
	120,000	43,393	(52,186)	(148,430)	(245,666)	(344,498)	(446,098)	(553,289)

**TABLE 3**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	1,456,675	25%	30%	35%	40%	45%	50%	55%
Profit 20.0%	15.0%	2,008,546	1,897,085	1,785,624	1,674,163	1,562,665	1,451,161	1,339,656
	16.0%	1,954,174	1,846,338	1,738,502	1,630,665	1,522,792	1,414,913	1,307,033
	17.0%	1,899,802	1,795,590	1,691,379	1,587,168	1,482,919	1,378,665	1,274,410
	18.0%	1,845,430	1,744,843	1,644,257	1,543,670	1,443,047	1,342,417	1,241,786
	19.0%	1,791,058	1,694,096	1,597,134	1,500,172	1,403,174	1,306,168	1,209,163
	20.0%	1,736,686	1,643,349	1,550,012	1,456,675	1,363,301	1,269,920	1,176,540

**TABLE 4**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	1,456,675	25%	30%	35%	40%	45%	50%	55%
BLV (£ per acre) 200,000	600,000	1,336,686	1,243,349	1,150,012	1,056,675	963,301	869,920	776,540
	620,000	1,316,686	1,223,349	1,130,012	1,036,675	943,301	849,920	756,540
	640,000	1,296,686	1,203,349	1,110,012	1,016,675	923,301	829,920	736,540
	660,000	1,276,686	1,183,349	1,090,012	996,675	903,301	809,920	716,540
	680,000	1,256,686	1,163,349	1,070,012	976,675	883,301	789,920	696,540
	700,000	1,236,686	1,143,349	1,050,012	956,675	863,301	769,920	676,540
	720,000	1,216,686	1,123,349	1,030,012	936,675	843,301	749,920	656,540
	740,000	1,196,686	1,103,349	1,010,012	916,675	823,301	729,920	636,540
	760,000	1,176,686	1,083,349	990,012	896,675	803,301	709,920	616,540
	780,000	1,156,686	1,063,349	970,012	876,675	783,301	689,920	596,540
	800,000	1,136,686	1,043,349	950,012	856,675	763,301	669,920	576,540
	820,000	1,116,686	1,023,349	930,012	836,675	743,301	649,920	556,540
	840,000	1,096,686	1,003,349	910,012	816,675	723,301	629,920	536,540
	860,000	1,076,686	983,349	890,012	796,675	703,301	609,920	516,540
	880,000	1,056,686	963,349	870,012	776,675	683,301	589,920	496,540
	900,000	1,036,686	943,349	850,012	756,675	663,301	569,920	476,540



Scheme Ref:

Edge B

No Units:

1935

Location / Value Zone:

Mid

Development Scenario:

Greenfield

Notes:

TABLE 5		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	1,456,675	25%	30%	35%	40%	45%	50%	55%
Density (dph) 40.0	35	1,494,600	1,412,930	1,331,260	1,249,590	1,167,888	1,086,180	1,004,472
	40	1,736,686	1,643,349	1,550,012	1,456,675	1,363,301	1,269,920	1,176,540
	45	1,978,771	1,873,767	1,768,763	1,663,759	1,558,713	1,453,660	1,348,607
	50	2,220,857	2,104,186	1,987,514	1,870,843	1,754,126	1,637,400	1,520,675
	55	2,462,943	2,334,604	2,206,266	2,077,927	1,949,539	1,821,141	1,692,742
	60	2,705,028	2,565,023	2,425,017	2,285,012	2,144,951	2,004,881	1,864,810
	65	2,947,114	2,795,441	2,643,769	2,492,096	2,340,364	2,188,621	2,036,877
	70	3,189,200	3,025,860	2,862,520	2,699,180	2,535,776	2,372,361	2,208,945
	75	3,431,286	3,256,279	3,081,272	2,906,265	2,731,189	2,556,101	2,381,012
	80	3,673,371	3,486,697	3,300,023	3,113,349	2,926,602	2,739,841	2,553,080
	85	3,915,457	3,717,116	3,518,775	3,320,433	3,122,014	2,923,581	2,725,147

TABLE 6		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	1,456,675	25%	30%	35%	40%	45%	50%	55%
Build Cost 100% (105% = 5% increase)	98%	1,784,040	1,690,175	1,596,310	1,502,445	1,408,580	1,314,685	1,220,776
	100%	1,736,686	1,643,349	1,550,012	1,456,675	1,363,301	1,269,920	1,176,540
	102%	1,689,332	1,596,522	1,503,712	1,410,860	1,318,008	1,225,156	1,132,276
	104%	1,641,977	1,549,685	1,457,362	1,365,038	1,272,714	1,180,363	1,087,986
	106%	1,594,602	1,502,807	1,411,012	1,319,216	1,227,392	1,135,544	1,043,697
	108%	1,547,195	1,455,928	1,364,662	1,273,364	1,182,045	1,090,726	999,357
	110%	1,499,788	1,409,050	1,318,277	1,227,487	1,136,697	1,045,863	955,012
	112%	1,452,381	1,362,133	1,271,872	1,181,611	1,091,310	1,000,988	910,635
	114%	1,404,931	1,315,199	1,225,467	1,135,698	1,045,906	956,094	866,230
	116%	1,357,468	1,268,265	1,179,028	1,089,764	1,000,493	911,159	821,801
	118%	1,310,005	1,221,298	1,132,564	1,043,830	955,027	866,218	777,333
	120%	1,262,509	1,174,305	1,086,100	997,836	909,562	821,219	732,837

TABLE 7		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	1,456,675	25%	30%	35%	40%	45%	50%	55%
Market Values 100% (105% = 5% increase)	80%	908,442	870,192	831,935	793,679	755,422	717,166	678,903
	82%	991,449	947,679	903,909	860,139	816,367	772,570	728,773
	84%	1,074,410	1,025,132	975,848	926,544	877,241	827,937	778,633
	86%	1,157,325	1,102,520	1,047,715	992,910	938,105	883,275	828,437
	88%	1,240,183	1,179,881	1,119,575	1,059,243	998,910	938,577	878,241
	90%	1,323,015	1,257,191	1,191,367	1,125,543	1,059,715	993,854	927,994
	92%	1,405,804	1,334,492	1,263,154	1,191,808	1,120,462	1,049,116	977,743
	94%	1,488,559	1,411,729	1,334,900	1,258,070	1,181,205	1,104,337	1,027,469
	96%	1,571,314	1,488,967	1,406,621	1,324,274	1,241,928	1,159,558	1,077,168
	98%	1,654,001	1,566,176	1,478,341	1,390,478	1,302,614	1,214,751	1,126,867
	100%	1,736,686	1,643,349	1,550,012	1,456,675	1,363,301	1,269,920	1,176,540
	102%	1,819,370	1,720,521	1,621,672	1,522,822	1,423,973	1,325,090	1,226,193
	104%	1,902,004	1,797,684	1,693,332	1,588,970	1,484,609	1,380,247	1,275,845
	106%	1,984,626	1,874,798	1,764,969	1,655,118	1,545,244	1,435,370	1,325,496
	108%	2,067,248	1,951,912	1,836,575	1,721,238	1,605,880	1,490,493	1,375,107
	110%	2,149,871	2,029,026	1,908,181	1,787,336	1,666,491	1,545,616	1,424,718
	112%	2,232,444	2,106,135	1,979,787	1,853,434	1,727,081	1,600,728	1,474,329
	114%	2,315,010	2,183,198	2,051,385	1,919,532	1,787,671	1,655,809	1,523,940
	116%	2,397,577	2,260,260	2,122,943	1,985,626	1,848,260	1,710,891	1,573,522
	118%	2,480,116	2,337,322	2,194,501	2,051,679	1,908,850	1,765,972	1,623,095
	120%	2,562,635	2,414,354	2,266,058	2,117,732	1,969,406	1,821,054	1,672,668

TABLE 8		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	1,456,675	25%	30%	35%	40%	45%	50%	55%
Grant (£ per unit) -	5,000	1,754,209	1,664,377	1,574,545	1,484,713	1,394,876	1,305,003	1,215,131
	10,000	1,771,733	1,685,406	1,599,078	1,512,751	1,426,423	1,340,086	1,253,723
	15,000	1,789,257	1,706,434	1,623,611	1,540,789	1,457,966	1,375,143	1,292,314
	20,000	1,806,781	1,727,463	1,648,145	1,568,827	1,489,509	1,410,191	1,330,873
	25,000	1,824,296	1,748,491	1,672,678	1,596,865	1,521,052	1,445,238	1,369,425
	30,000	1,841,804	1,769,508	1,697,211	1,624,903	1,552,594	1,480,286	1,407,978
	35,000	1,859,311	1,790,517	1,721,723	1,652,929	1,584,135	1,515,334	1,446,530
	40,000	1,876,818	1,811,526	1,746,233	1,680,941	1,615,649	1,550,356	1,485,064
	45,000	1,894,325	1,832,535	1,770,744	1,708,953	1,647,162	1,585,371	1,523,580
	50,000	1,911,833	1,853,543	1,795,254	1,736,964	1,678,675	1,620,385	1,562,096
	55,000	1,929,340	1,874,552	1,819,764	1,764,976	1,710,188	1,655,400	1,600,612

## NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

Scheme Ref: **Edge B**  
 No Units: **1935** Location / Value Zone: **Mid** Development Scenario: **Greenfield**  
 Notes:

[ KPI's for Report Summary Table ]

[ note that this table is combined with other similar Scheme Typologies as a Summary table ]

[ please check that it captures the required KPI's that you would like carried forward to the Summary Table ]

Scheme Ref:	Edge B
No Units:	1935
Location / Value Zone:	Mid
Development Scenario:	Greenfield
Notes:	0
Total GDV (£)	783,875,514
<b>Policy Assumptions</b>	
AH Target % (& mix):	40%
Affordable Rent:	50%
Social Rent:	10%
First Homes:	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%
CIL (£ psm)	-
CIL (£ per unit)	-
CIL Total (£)	-
Site Specific S106 (£ per unit)	11,586
Site Specific S106 Total (£)	22,419,177
Sub-total CIL+S106 (£ per unit)	11,586
Site Infrastructure (£ per unit)	20,000
Site Infrastructure Total (£)	38,700,000
Sub-total CIL+S106+Infrastructure (£ per unit)	31,586
<b>Profit KPI's</b>	
Developers Profit (% on OMS)	20.0%
Developers Profit (% on AH)	6.0%
Developers Profit (% blended)	16.80%
Developers Profit (% on costs)	31.21%
Developers Profit Total (£)	131,675,236
<b>Land Value KPI's</b>	
RLV (£/acre)	1,656,675
RLV (£/ha)	4,093,643
RLV (% of GDV)	25.26%
RLV Total (£)	198,029,965
BLV (£/acre)	200,000
BLV (£/ha)	494,200
BLV Total (£)	23,906,925
Surplus/Deficit (£/acre) [RLV-BLV]	1,456,675
Surplus/Deficit (£/ha)	3,599,443
Surplus/Deficit Total (£)	174,123,040
Surplus/Deficit (per unit)	89,986
Plan Viability comments	<b>Viable</b>

Viable	if RLV > BLV
Marginal	if RLV < BLV, but RLV is positive
Not Viable	if RLV < BLV, and RLV is negative

Scheme Ref: **Edge C**  
 No Units: **500** Location / Value Zone: **Mid** Development Scenario: **Greenfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			500 Units						
AH Policy requirement (% Target)			40%						
AH tenure split %			Affordable Rent:		50.0%		60.0% % Rented		
			Social Rent:		10.0%				
			First Homes:		25.0%				
			Other Intermediate (LCHO/Sub-Market etc.):		15.0%		16.0% % of total (>10% for NPPF para 64.)		
Open Market Sale (OMS) housing			60%						
			100% 100.0%						
CIL Rate (£ psm)			0.00 £ psm						
Unit mix -									
	Mkt Units mix%	MV # units		AH mix%	AH # units		Overall mix%	Total # units	
1 bed House	0.0%	0.0		0.0%	0.0		0%	0.0	
2 bed House	10.0%	30.0		18.8%	37.5		14%	67.5	
3 bed House	45.0%	135.0		25.0%	50.0		37%	185.0	
4 bed House	30.0%	90.0		7.5%	15.0		21%	105.0	
5 bed House	0.0%	0.0		0.0%	0.0		0%	0.0	
1 bed Flat	5.0%	15.0		30.0%	60.0		15%	75.0	
2 bed Flat	10.0%	30.0		18.8%	37.5		14%	67.5	
Total number of units	100.0%	300.0		100.0%	200.0		100%	500.0	
OMS Unit Floor areas -									
	Net area per unit (sqm)	(sqft)		Net to Gross %			Gross (GIA) per unit (sqm)	(sqft)	
				%					
1 bed House	0.0	0					0.0	0	
2 bed House	75.0	807					75.0	807	
3 bed House	97.0	1,044					97.0	1,044	
4 bed House	150.0	1,615					150.0	1,615	
5 bed House	0.0	0					0.0	0	
1 bed Flat	50.0	538		85.0%			58.8	633	
2 bed Flat	70.0	753		85.0%			82.4	886	
AH Unit Floor areas -									
	Net area per unit (sqm)	(sqft)		Net to Gross %			Gross (GIA) per unit (sqm)	(sqft)	
				%					
1 bed House	0.0	0					0.0	0	
2 bed House	75.0	807					75.0	807	
3 bed House	97.0	1,044					97.0	1,044	
4 bed House	124.0	1,335					124.0	1,335	
5 bed House	0.0	0					0.0	0	
1 bed Flat	50.0	538		85.0%			58.8	633	
2 bed Flat	70.0	753		85.0%			82.4	886	
Total Gross Floor areas -									
	Mkt Units GIA (sqm)	(sqft)		AH units GIA (sqm)	(sqft)		Total GIA (all units) (sqm)	(sqft)	
1 bed House	0	0		0	0		0	0	
2 bed House	2,250	24,219		2,813	30,273		5,063	54,492	
3 bed House	13,095	140,953		4,850	52,205		17,945	193,158	
4 bed House	13,500	145,313		1,860	20,021		15,360	165,334	
5 bed House	0	0		0	0		0	0	
1 bed Flat	882	9,498		3,529	37,990		4,412	47,488	
2 bed Flat	2,471	26,593		3,088	33,241		5,559	59,835	
	32,198	346,576		16,140	173,731		48,338	520,307	
AH % by floor area:			33.39% AH % by floor area due to mix						
Open Market Sales values (£) -									
	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)					
		#DIV/0!	#DIV/0!						
1 bed House	0			0					
2 bed House	400,000	5,333	495	27,000,000					
3 bed House	500,000	5,155	479	92,500,000					
4 bed House	670,000	4,467	415	70,350,000					
5 bed House	725,000	#DIV/0!	#DIV/0!	0					
1 bed Flat	365,000	7,300	678	27,375,000					
2 bed Flat	365,000	5,214	484	24,637,500					
				241,862,500					
Affordable Housing values (£) -									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £	% of MV	Intermediate £	% of MV	
1 bed House	0	50%	0	40%	0	70%	0	70%	
2 bed House	200,000	50%	160,000	40%	250,000	70%	280,000	70%	
3 bed House	250,000	50%	200,000	40%	250,000	70%	350,000	70%	
4 bed House	335,000	50%	268,000	40%	250,000	70%	469,000	70%	
5 bed House	362,500	50%	290,000	40%	250,000	70%	507,500	70%	
1 bed Flat	182,500	50%	146,000	40%	250,000	70%	255,500	70%	
2 bed Flat	182,500	50%	146,000	40%	250,000	70%	255,500	70%	

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Scheme Ref: **Edge C**  
 No Units: **500** Location / Value Zone: **Mid** Development Scenario: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	30.0	@	400,000	12,000,000
3 bed House	135.0	@	500,000	67,500,000
4 bed House	90.0	@	670,000	60,300,000
5 bed House	0.0	@	725,000	-
1 bed Flat	15.0	@	365,000	5,475,000
2 bed Flat	30.0	@	365,000	10,950,000
	300.0			156,225,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	18.8	@	200,000	3,750,000
3 bed House	25.0	@	250,000	6,250,000
4 bed House	7.5	@	335,000	2,512,500
5 bed House	0.0	@	362,500	-
1 bed Flat	30.0	@	182,500	5,475,000
2 bed Flat	18.8	@	182,500	3,421,875
	100.0			21,409,375
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	3.8	@	160,000	600,000
3 bed House	5.0	@	200,000	1,000,000
4 bed House	1.5	@	268,000	402,000
5 bed House	0.0	@	290,000	-
1 bed Flat	6.0	@	146,000	876,000
2 bed Flat	3.8	@	146,000	547,500
	20.0			3,425,500
<b>First Homes GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	9.4	@	250,000	2,343,750
3 bed House	12.5	@	250,000	3,125,000
4 bed House	3.8	@	250,000	937,500
5 bed House	0.0	@	250,000	-
1 bed Flat	15.0	@	250,000	3,750,000
2 bed Flat	9.4	@	250,000	2,343,750
	50.0			12,500,000
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	5.6	@	280,000	1,575,000
3 bed House	7.5	@	350,000	2,625,000
4 bed House	2.3	@	469,000	1,055,250
5 bed House	0.0	@	507,500	-
1 bed Flat	9.0	@	255,500	2,299,500
2 bed Flat	5.6	@	255,500	1,437,188
	30.0	200.0		8,991,938
<b>Sub-total GDV Residential</b>				<b>202,551,813</b>
AH on-site cost analysis:				
813 £ psm (total GIA sqm)				£MV (no AH) less EGDV (inc. AH) 39,310,688
				78,621 £ per unit (total units)
<b>Grant</b>				
	200	AH units @	0 per unit	-
<b>Total GDV</b>				<b>202,551,813</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Statutory Planning Fees (Residential)				(84,959)
Planning Application Professional Fees, Surveys and reports				(250,000)
CIL				-
<b>CIL analysis:</b>				
Site Specific S106 Contributions	32,198 sqm (Market only)	0.00% £ psm	0 £ per unit (total units)	-
Net zero carbon housing	12,880 per dwelling			(4,604,600)
Net zero carbon flats	7500 build cost			(1,068,750)
Green belt loss mitigation	1,000 per dwelling			(500,000)
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
Year 11	0			-
Year 12	0			-
Year 13	0			-
Year 14	0			-
Year 15	0			-
total	500 units @	0 per unit		-
<b>S106 analysis:</b>				
	493,868 £ per ha	3.05% £ psm	12,347 £ per unit (total units)	(6,173,350)
AH Commuted Sum	48,338 sqm (total)	0 £ psm		-
<b>Comm. Sum analysis:</b>				
	0.00% £ psm			-

Scheme Ref: **Edge C**  
No Units: **500**      Location / Value Zone: **Mid**      Development Scenario: **Greenfield**  
Notes:

cont./

210726 Cambridge strategic options residential appraisals\_v3

Scheme Ref: **Edge C**  
 No Units: **500** Location / Value Zone: **Mid** Development Scenario: **Greenfield**  
 Notes:

<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation	12.50	ha @	0	£ per ha (if brownfield)	-
Net Biodiversity Gain @ 20%	500	units @	1,211	£ per unit	(605,710)
<b>Site Infrastructure costs -</b>					
Year 1	0				-
Year 2	0				-
Year 3	0				-
Year 4	0				-
Year 5	0				-
Year 6	0				-
Year 7	0				-
Year 8	0				-
Year 9	0				-
Year 10	0				-
Year 11	0				-
Year 12	0				-
Year 13	0				-
Year 14	0				-
Year 15	0				-
total	500	units @	20,000	per unit	(10,000,000)
<b>Infra. Costs analysis:</b> 800,000 £ per ha 4.94% % of GDV 20,000 £ per unit (total ui) (10,000,000)					
1 bed House	-	sqm @	1,234	psm	-
2 bed House	5,063	sqm @	1,234	psm	(6,247,125)
3 bed House	17,945	sqm @	1,234	psm	(22,144,130)
4 bed House	15,360	sqm @	1,234	psm	(18,954,240)
5 bed House	-	sqm @	1,234	psm	-
1 bed Flat	4,412	sqm @	1,381	psm	(6,092,647)
2 bed Flat	48,338	sqm @	1,381	psm	(7,676,735)
External works	61,114,877	@	15.0%		(9,167,232)
<b>Ext. Works analysis:</b> 18,334 £ per unit					
M4(2) Category 2 Housing	Aff units	200 units @	100% @	586	£ per unit (117,200)
M4(3) Category 3 Housing	Aff units	200 units @	5% @	11,386	£ per unit (113,860)
M4(2) Category 2 Housing	Mrkt units	300 units @	100% @	586	£ per unit (175,800)
M4(3) Category 3 Housing	Mrkt units	300 units @	5% @	11,386	£ per unit (170,790)
Carbon/Energy Reduction/FHS		500 units @		0	£ per unit -
EV Charging Points - Houses		358 units @		1,000	£ per unit (357,500)
EV Charging Points - Flats		36 units @		625	£ per unit (22,266)
Water Efficiency		500 units @		3,106	£ per unit (1,553,000)
Contingency (on construction)	83,398,235	@	5.0%		(4,169,912)
<b>Professional Fees</b>	83,398,235	@	10.0%		(8,339,823)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	156,225,000	OMS @	3.00%	9,374	£ per unit (4,686,750)
Residential Sales Agent Costs	156,225,000	OMS @	1.00%	3,125	£ per unit (1,562,250)
Residential Sales Legal Costs	156,225,000	OMS @	0.25%	781	£ per unit (390,563)
Affordable Sale Legal Costs				lump sum	(10,000)
<b>Disposal Cost analysis:</b> 13,299 £ per unit					
<b>Interest (on Development Costs) -</b>	7.50%	APR	0.604%	pcm	(491,990)
<b>Developers Profit -</b>					
Profit on OMS	156,225,000		20.00%		(31,245,000)
Margin on AH	46,326,813		6.00%	on AH values	(2,779,609)
<b>Profit analysis:</b> 202,551,813 16.80% blended GDV (34,024,609)					
109,557,831 31.06% on costs (34,024,609)					
<b>TOTAL COSTS</b>					<b>(143,582,440)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					58,969,372
SDLT	58,969,372	@	HMRC formula		(2,937,969)
Acquisition Agent fees	58,969,372	@	1.0%		(589,694)
Acquisition Legal fees	58,969,372	@	0.5%		(294,847)
Interest on Land	58,969,372	@	7.50%		(4,422,703)
Residual Land Value					<b>50,724,160</b>
<b>RLV analysis:</b> 101,448 £ per plot 4,057,933 £ per ha 1,642,223 £ per acre 25.04% % RLV / GDV					

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density (Net)	40.0	dph			
Site Area (Net)	12.50	ha	30.89	acres	
Benchmark Land Value (Net)	8,825	£ per plot	353,000	£ per ha	142,857
<b>BLV analysis:</b> Density 3.867 sqm/ha 16.845 sqft/ac					
					<b>4,412,496</b>

<b>BALANCE</b>					
Surplus/(Deficit)	3,704,933	£ per ha	1,499,366	£ per acre	<b>46,311,665</b>

Scheme Ref: **Edge C**  
No Units: **500**      Location / Value Zone: **Mid**      Development Scenario: **Greenfield**  
Notes:

Scheme Ref:

Edge C

No Units:

500

Location / Value Zone:

Mid

Development Scenario:

Greenfield

Notes:

**SENSITIVITY ANALYSIS**

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

Balance (RLV - BLV £ per acre)		1,499,366	25%	30%	35%	40%	45%	50%	55%
CIL Epsm 0.00	500.00	1,214,954	1,158,788	1,102,622	1,046,457	990,291	934,125	877,956	
	510.00	1,203,610	1,148,201	1,092,791	1,037,382	981,972	926,563	871,137	
	520.00	1,192,267	1,137,614	1,082,960	1,028,307	973,654	918,997	864,318	
	530.00	1,180,924	1,127,027	1,073,130	1,019,233	965,335	911,421	857,499	
	540.00	1,169,580	1,116,439	1,063,299	1,010,158	957,008	903,844	850,680	
	550.00	1,158,237	1,105,852	1,053,468	1,001,080	948,674	896,268	843,862	
	560.00	1,146,893	1,095,265	1,043,637	991,988	940,340	888,691	837,043	
	570.00	1,135,550	1,084,678	1,033,788	982,897	932,006	881,115	830,224	
	580.00	1,124,205	1,074,071	1,023,938	973,805	923,671	873,538	823,405	
	590.00	1,112,840	1,063,464	1,014,088	964,713	915,337	865,962	816,586	
	600.00	1,101,475	1,052,857	1,004,239	955,621	907,003	858,385	809,767	
	610.00	1,090,110	1,042,250	994,389	946,529	898,669	850,808	802,948	
	620.00	1,078,745	1,031,643	984,540	937,437	890,335	843,232	796,129	
	630.00	1,067,380	1,021,035	974,690	928,345	882,000	835,655	789,310	
	640.00	1,056,016	1,010,428	964,841	919,254	873,666	828,079	782,491	
	650.00	1,044,651	999,821	954,991	910,162	865,332	820,502	775,673	
	660.00	1,033,286	989,214	945,142	901,070	856,998	812,926	768,854	
	670.00	1,021,921	978,607	935,292	891,978	848,664	805,349	762,035	
	680.00	1,010,556	968,000	925,443	882,886	840,329	797,773	755,209	
	690.00	999,191	957,392	915,593	873,794	831,995	790,190	748,376	
	700.00	987,827	946,785	905,744	864,702	823,653	782,598	741,543	
	710.00	976,462	936,178	895,892	855,597	815,301	775,006	734,710	
	720.00	965,096	925,559	886,023	846,487	806,950	767,414	727,878	
	730.00	953,708	914,931	876,153	837,376	798,599	759,822	721,045	
	740.00	942,320	904,302	866,284	828,266	790,248	752,230	714,212	
	750.00	930,932	893,673	856,414	819,156	781,897	744,638	707,379	

**TABLE 2**

Balance (RLV - BLV £ per acre)		1,499,366	25%	30%	35%	40%	45%	50%	55%
Site Specific S106 12,347	50,000		1,077,430	983,352	889,260	795,062	700,843	606,503	512,055
	55,000		1,006,836	912,721	818,523	724,292	629,953	535,504	440,918
	60,000		936,183	841,984	747,742	653,402	558,953	464,377	369,612
	65,000		865,446	771,192	676,852	582,402	487,835	393,091	298,107
	70,000		794,642	700,302	605,851	511,294	416,570	321,618	226,374
	75,000		723,752	629,299	534,753	440,050	345,129	249,928	154,350
	80,000		652,748	558,211	463,526	368,640	273,481	177,990	81,987
	85,000		581,670	486,985	392,119	297,035	201,597	105,735	9,196
	90,000		510,443	415,598	320,547	225,204	129,447	33,119	(64,110)
	95,000		439,078	344,058	248,780	153,119	56,954	(39,968)	(138,089)
	100,000		367,569	272,334	176,789	80,747	(15,924)	(113,612)	(212,931)
	105,000		295,887	200,396	104,495	8,011	(89,311)	(187,996)	(288,916)
	110,000		224,003	128,215	31,895	(65,147)	(163,324)	(263,300)	(366,495)
	115,000		151,887	55,730	(41,090)	(138,848)	(238,093)	(339,849)	(446,212)
	120,000		79,508	(17,107)	(114,534)	(213,216)	(313,878)	(418,082)	(526,704)

**TABLE 3**

Balance (RLV - BLV £ per acre)		1,499,366	25%	30%	35%	40%	45%	50%	55%
Profit 20.0%	15.0%	2,052,644	1,940,722	1,828,800	1,716,854	1,604,893	1,492,931	1,380,970	
	16.0%	1,998,271	1,889,975	1,781,678	1,673,357	1,565,020	1,456,683	1,348,346	
	17.0%	1,943,899	1,839,227	1,734,555	1,629,859	1,525,147	1,420,435	1,315,723	
	18.0%	1,889,527	1,788,480	1,687,433	1,586,361	1,485,274	1,384,187	1,283,100	
	19.0%	1,835,155	1,737,733	1,640,310	1,542,864	1,445,401	1,347,939	1,250,477	
	20.0%	1,780,783	1,686,985	1,593,188	1,499,366	1,405,528	1,311,691	1,217,853	

**TABLE 4**

Balance (RLV - BLV £ per acre)		1,499,366	25%	30%	35%	40%	45%	50%	55%
BLV (£ per acre) 142,857	600,000		1,323,640	1,229,842	1,136,045	1,042,223	948,385	854,548	760,710
	620,000		1,303,640	1,209,842	1,116,045	1,022,223	928,385	834,548	740,710
	640,000		1,283,640	1,189,842	1,096,045	1,002,223	908,385	814,548	720,710
	660,000		1,263,640	1,169,842	1,076,045	982,223	888,385	794,548	700,710
	680,000		1,243,640	1,149,842	1,056,045	962,223	868,385	774,548	680,710
	700,000		1,223,640	1,129,842	1,036,045	942,223	848,385	754,548	660,710
	720,000		1,203,640	1,109,842	1,016,045	922,223	828,385	734,548	640,710
	740,000		1,183,640	1,089,842	996,045	902,223	808,385	714,548	620,710
	760,000		1,163,640	1,069,842	976,045	882,223	788,385	694,548	600,710
	780,000		1,143,640	1,049,842	956,045	862,223	768,385	674,548	580,710
	800,000		1,123,640	1,029,842	936,045	842,223	748,385	654,548	560,710
	820,000		1,103,640	1,009,842	916,045	822,223	728,385	634,548	540,710
	840,000		1,083,640	989,842	896,045	802,223	708,385	614,548	520,710
	860,000		1,063,640	969,842	876,045	782,223	688,385	594,548	500,710
	880,000		1,043,640	949,842	856,045	762,223	668,385	574,548	480,710
	900,000		1,023,640	929,842	836,045	742,223	648,385	554,548	460,710



Scheme Ref:

Edge C

No Units:

500

Location / Value Zone:

Mid

Development Scenario:

Greenfield

Notes:

TABLE 5		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	1,499,366	25%	30%	35%	40%	45%	50%	55%
Density (dph) 40.0	35	1,540,328	1,458,255	1,376,182	1,294,088	1,211,980	1,129,872	1,047,764
	40	1,780,783	1,686,985	1,593,188	1,499,366	1,405,528	1,311,691	1,217,853
	45	2,021,238	1,915,716	1,810,194	1,704,644	1,599,077	1,493,509	1,387,942
	50	2,261,693	2,144,446	2,027,199	1,909,922	1,792,625	1,675,328	1,558,031
	55	2,502,148	2,373,176	2,244,205	2,115,200	1,986,173	1,857,146	1,728,120
	60	2,742,603	2,601,907	2,461,210	2,320,477	2,179,721	2,038,965	1,898,208
	65	2,983,058	2,830,637	2,678,216	2,525,755	2,373,269	2,220,783	2,068,297
	70	3,223,513	3,059,367	2,895,222	2,731,033	2,566,817	2,402,602	2,238,386
	75	3,463,968	3,288,098	3,112,227	2,936,311	2,760,366	2,584,420	2,408,475
	80	3,704,423	3,516,828	3,329,233	3,141,589	2,953,914	2,766,239	2,578,564
	85	3,944,878	3,745,558	3,546,239	3,346,867	3,147,462	2,948,057	2,748,652

TABLE 6		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	1,499,366	25%	30%	35%	40%	45%	50%	55%
Build Cost 100% (105% = 5% increase)	98%	1,827,896	1,733,548	1,639,199	1,544,850	1,450,502	1,356,123	1,261,734
	100%	1,780,783	1,686,985	1,593,188	1,499,366	1,405,528	1,311,691	1,217,853
	102%	1,733,670	1,640,401	1,547,115	1,453,830	1,360,544	1,267,259	1,173,953
	104%	1,686,494	1,593,760	1,501,027	1,408,293	1,315,560	1,222,784	1,129,993
	106%	1,639,301	1,547,120	1,454,938	1,362,747	1,270,509	1,178,271	1,086,033
	108%	1,592,109	1,500,479	1,408,813	1,317,128	1,225,443	1,133,758	1,042,073
	110%	1,544,905	1,453,773	1,362,641	1,271,509	1,180,377	1,089,241	998,035
	112%	1,497,627	1,407,048	1,316,469	1,225,890	1,135,294	1,044,642	953,989
	114%	1,450,349	1,360,323	1,270,297	1,180,239	1,090,141	1,000,042	909,944
	116%	1,403,071	1,313,599	1,224,075	1,134,531	1,044,987	955,442	865,807
	118%	1,355,793	1,266,804	1,177,814	1,088,824	999,830	910,750	821,670
	120%	1,308,424	1,219,988	1,131,552	1,043,108	954,583	866,058	777,492

TABLE 7		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	1,499,366	25%	30%	35%	40%	45%	50%	55%
Market Values 100% (105% = 5% increase)	80%	952,249	913,580	874,910	836,241	797,571	758,901	720,232
	82%	1,035,335	991,144	946,940	902,730	858,519	814,309	770,099
	84%	1,118,312	1,068,589	1,018,866	969,143	919,420	869,697	819,966
	86%	1,201,288	1,146,033	1,090,779	1,035,524	980,269	925,015	869,760
	88%	1,284,164	1,223,409	1,162,654	1,101,899	1,041,119	980,332	919,546
	90%	1,367,019	1,300,741	1,234,462	1,168,183	1,101,904	1,035,626	969,332
	92%	1,449,874	1,378,072	1,306,270	1,234,467	1,162,665	1,090,862	1,019,060
	94%	1,532,636	1,455,348	1,378,060	1,300,751	1,223,425	1,146,099	1,068,773
	96%	1,615,383	1,532,579	1,449,774	1,366,970	1,284,165	1,201,336	1,118,486
	98%	1,698,129	1,609,810	1,521,489	1,433,168	1,344,847	1,256,526	1,168,199
	100%	1,780,783	1,686,985	1,593,188	1,499,366	1,405,528	1,311,691	1,217,853
	102%	1,863,437	1,764,129	1,664,821	1,565,513	1,466,206	1,366,856	1,267,502
	104%	1,946,091	1,841,273	1,736,455	1,631,637	1,526,819	1,422,000	1,317,150
	106%	2,028,727	1,918,416	1,808,088	1,697,760	1,587,431	1,477,103	1,366,775
	108%	2,111,301	1,995,504	1,879,708	1,763,883	1,648,044	1,532,206	1,416,367
	110%	2,193,874	2,072,573	1,951,272	1,829,970	1,708,657	1,587,308	1,465,959
	112%	2,276,448	2,149,642	2,022,835	1,896,029	1,769,223	1,642,411	1,515,552
	114%	2,359,022	2,226,710	2,094,399	1,962,088	1,829,777	1,697,465	1,565,144
	116%	2,441,595	2,303,779	2,165,963	2,028,147	1,890,331	1,752,514	1,614,698
	118%	2,524,109	2,380,829	2,237,527	2,094,206	1,950,884	1,807,563	1,664,242
	120%	2,606,616	2,457,836	2,309,055	2,160,264	2,011,438	1,862,612	1,713,786

TABLE 8		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	1,499,366	25%	30%	35%	40%	45%	50%	55%
Grant (£ per unit) -	5,000	1,798,332	1,708,045	1,617,757	1,527,470	1,437,166	1,346,844	1,256,522
	10,000	1,815,882	1,729,104	1,642,326	1,555,549	1,468,771	1,381,993	1,295,191
	15,000	1,833,431	1,750,164	1,666,896	1,583,628	1,500,360	1,417,092	1,333,824
	20,000	1,850,981	1,771,223	1,691,465	1,611,707	1,531,949	1,452,191	1,372,433
	25,000	1,868,530	1,792,282	1,716,034	1,639,786	1,563,538	1,487,290	1,411,042
	30,000	1,886,080	1,813,342	1,740,603	1,667,865	1,595,127	1,522,389	1,449,651
	35,000	1,903,629	1,834,401	1,765,173	1,695,944	1,626,709	1,557,466	1,488,224
	40,000	1,921,179	1,855,460	1,789,728	1,723,991	1,658,253	1,592,516	1,526,778
	45,000	1,938,728	1,876,495	1,814,263	1,752,030	1,689,797	1,627,565	1,565,332
	50,000	1,956,253	1,897,525	1,838,797	1,780,069	1,721,342	1,662,614	1,603,886
	55,000	1,973,777	1,918,554	1,863,332	1,808,109	1,752,886	1,697,663	1,642,440

## NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

Scheme Ref: **Edge C**  
 No Units: **500** Location / Value Zone: **Mid** Development Scenario: **Greenfield**  
 Notes:

[ KPI's for Report Summary Table ]

[ note that this table is combined with other similar Scheme Typologies as a Summary table ]

[ please check that it captures the required KPI's that you would like carried forward to the Summary Table ]

Scheme Ref:	Edge C
No Units:	500
Location / Value Zone:	Mid
Development Scenario:	Greenfield
Notes:	0
Total GDV (£)	202,551,813
<b>Policy Assumptions</b>	
AH Target % (& mix):	40%
Affordable Rent:	50%
Social Rent:	10%
First Homes:	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%
CIL (£ psm)	-
CIL (£ per unit)	-
CIL Total (£)	-
Site Specific S106 (£ per unit)	12,347
Site Specific S106 Total (£)	6,173,350
Sub-total CIL+S106 (£ per unit)	12,347
Site Infrastructure (£ per unit)	20,000
Site Infrastructure Total (£)	10,000,000
Sub-total CIL+S106+Infrastructure (£ per unit)	32,347
<b>Profit KPI's</b>	
Developers Profit (% on OMS)	20.0%
Developers Profit (% on AH)	6.0%
Developers Profit (% blended)	16.80%
Developers Profit (% on costs)	31.06%
Developers Profit Total (£)	34,024,609
<b>Land Value KPI's</b>	
RLV (£/acre)	1,642,223
RLV (£/ha)	4,057,933
RLV (% of GDV)	25.04%
RLV Total (£)	50,724,160
BLV (£/acre)	142,857
BLV (£/ha)	353,000
BLV Total (£)	4,412,496
Surplus/Deficit (£/acre) [RLV-BLV]	1,499,366
Surplus/Deficit (£/ha)	3,704,933
Surplus/Deficit Total (£)	46,311,665
Surplus/Deficit (per unit)	92,623
Plan Viability comments	Viable

Viable	if RLV > BLV
Marginal	if RLV < BLV, but RLV is positive
Not Viable	if RLV < BLV, and RLV is negative

Scheme Ref: **Edge D**  
 No Units: **3870** Location / Value Zone: **Mid** Development Scenario: **Brownfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				3,870 Units					
AH Policy requirement (% Target)				40%					
AH tenure split %				Affordable Rent:		50.0%		60.0% % Rented	
				Social Rent:		10.0%			
				First Homes:		25.0%			
				Other Intermediate (LCHO/Sub-Market etc.):		15.0%		16.0% % of total (>10% for NPPF para 64.)	
Open Market Sale (OMS) housing				60%					
				100%		100.0%			
CIL Rate (£ psm)				0.00 £ psm					
Unit mix -		Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%		Total # units	
1 bed House		0.0%	0.0	0.0%	0.0	0%		0.0	
2 bed House		10.0%	232.2	18.8%	290.3	14%		522.5	
3 bed House		45.0%	1,044.9	25.0%	387.0	37%		1,431.9	
4 bed House		30.0%	696.6	7.5%	116.1	21%		812.7	
5 bed House		0.0%	0.0	0.0%	0.0	0%		0.0	
1 bed Flat		5.0%	116.1	30.0%	464.4	15%		580.5	
2 bed Flat		10.0%	232.2	18.8%	290.3	14%		522.5	
Total number of units		100.0%	2,322.0	100.0%	1,548.0	100%		3,870.0	
OMS Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)		(sqft)		
1 bed House		0.0	0		0.0		0		
2 bed House		75.0	807		75.0		807		
3 bed House		97.0	1,044		97.0		1,044		
4 bed House		150.0	1,615		150.0		1,615		
5 bed House		0.0	0		0.0		0		
1 bed Flat		50.0	538	85.0%	58.8		633		
2 bed Flat		70.0	753	85.0%	82.4		886		
AH Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)		(sqft)		
1 bed House		0.0	0		0.0		0		
2 bed House		75.0	807		75.0		807		
3 bed House		97.0	1,044		97.0		1,044		
4 bed House		124.0	1,335		124.0		1,335		
5 bed House		0.0	0		0.0		0		
1 bed Flat		50.0	538	85.0%	58.8		633		
2 bed Flat		70.0	753	85.0%	82.4		886		
Total Gross Floor areas -		Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units)		(sqft)	
1 bed House		0	0	0	0	0		0	
2 bed House		17,415	187,453	21,769	234,317	39,184		421,770	
3 bed House		101,355	1,090,979	37,539	404,066	138,894		1,495,046	
4 bed House		104,490	1,124,721	14,396	154,962	118,886		1,279,683	
5 bed House		0	0	0	0	0		0	
1 bed Flat		6,829	73,511	27,318	294,045	34,147		367,556	
2 bed Flat		19,122	205,831	23,903	257,289	43,025		463,120	
		249,212	2,682,496	124,925	1,344,679	374,137		4,027,175	
AH % by floor area:				33.39% AH % by floor area due to mix					
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf	total MV £ (no AH)				
1 bed House		0	#DIV/0!	#DIV/0!	0				
2 bed House		400,000	5,333	495	208,980,000				
3 bed House		500,000	5,155	479	715,950,000				
4 bed House		670,000	4,467	415	544,509,000				
5 bed House		725,000	#DIV/0!	#DIV/0!	0				
1 bed Flat		365,000	7,300	678	211,882,500				
2 bed Flat		365,000	5,214	484	190,694,250				
					1,872,015,750				
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £	% of MV	Intermediate £	% of MV
1 bed House		0	50%	0	40%	0	70%	0	70%
2 bed House		200,000	50%	160,000	40%	250,000	70%	280,000	70%
3 bed House		250,000	50%	200,000	40%	250,000	70%	350,000	70%
4 bed House		335,000	50%	268,000	40%	250,000	70%	469,000	70%
5 bed House		362,500	50%	290,000	40%	250,000	70%	507,500	70%
1 bed Flat		182,500	50%	146,000	40%	250,000	70%	255,500	70%
2 bed Flat		182,500	50%	146,000	40%	250,000	70%	255,500	70%

Scheme Ref: **Edge D**  
 No Units: **3870** Location / Value Zone: **Mid** Development Scenario: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	232.2	@	400,000	92,880,000
3 bed House	1,044.9	@	500,000	522,450,000
4 bed House	696.6	@	670,000	466,722,000
5 bed House	0.0	@	725,000	-
1 bed Flat	116.1	@	365,000	42,376,500
2 bed Flat	232.2	@	365,000	84,753,000
	2,322.0			1,209,181,500
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	145.1	@	200,000	29,025,000
3 bed House	193.5	@	250,000	48,375,000
4 bed House	58.1	@	335,000	19,446,750
5 bed House	0.0	@	362,500	-
1 bed Flat	232.2	@	182,500	42,376,500
2 bed Flat	145.1	@	182,500	26,485,313
	774.0			165,708,563
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	29.0	@	160,000	4,644,000
3 bed House	38.7	@	200,000	7,740,000
4 bed House	11.6	@	268,000	3,111,480
5 bed House	0.0	@	290,000	-
1 bed Flat	46.4	@	146,000	6,780,240
2 bed Flat	29.0	@	146,000	4,237,650
	154.8			26,513,370
<b>First Homes GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	72.6	@	250,000	18,140,625
3 bed House	96.8	@	250,000	24,187,500
4 bed House	29.0	@	250,000	7,256,250
5 bed House	0.0	@	250,000	-
1 bed Flat	116.1	@	250,000	29,025,000
2 bed Flat	72.6	@	250,000	18,140,625
	387.0			96,750,000
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	43.5	@	280,000	12,190,500
3 bed House	58.1	@	350,000	20,317,500
4 bed House	17.4	@	469,000	8,167,635
5 bed House	0.0	@	507,500	-
1 bed Flat	69.7	@	255,500	17,798,130
2 bed Flat	43.5	@	255,500	11,123,831
	232.2	1,548.0		69,597,596
<b>Sub-total GDV Residential</b>				
	<b>3,870</b>			<b>1,567,751,029</b>
<b>AH on-site cost analysis:</b>		<b>£MV (no AH) less EGDV (inc. AH)</b>		
	<b>813 £ psm (total GIA sqm)</b>		<b>78,621 £ per unit (total units)</b>	<b>304,264,721</b>
<b>Grant</b>				
	1,548	AH units @	0 per unit	-
<b>Total GDV</b>				<b>1,567,751,029</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Statutory Planning Fees (Residential)				(550,019)
Planning Application Professional Fees, Surveys and reports				(1,650,000)
CIL	249,212 sqm (Market only)	0.00 £ psm		-
	<b>0.00% % of GDV</b>	<b>0 £ per unit (total units)</b>		
<b>CIL analysis:</b>				
Site Specific S106 Contributions	Net zero carbon housing	12,880 per dwelling		(35,639,604)
	Net zero carbon flats	5% build cost		(5,328,751)
	Green belt loss mitigation	1,000 per dwelling		(3,870,000)
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	3,870 units @	0 per unit	-
<b>S106 analysis:</b>		<b>2.86% % of GDV</b>	<b>11,586 £ per unit (total units)</b>	<b>(44,838,355)</b>
AH Commuted Sum	374,137 sqm (total)	0 £ psm		-
<b>Comm. Sum analysis:</b>		<b>0.00% % of GDV</b>		

Scheme Ref: **Edge D**  
No Units: **3870**      Location / Value Zone: **Mid**      Development Scenario: **Brownfield**  
Notes:

cont./

210726 Cambridge strategic options residential appraisals\_v3

Scheme Ref: **Edge D**  
No Units: **3870**  
Notes:

Location / Value Zone: **Mid**

Development Scenario: **Brownfield**

<b>Construction Costs -</b>			
Site Clearance, Demolition & Remediation	96.75 ha @	110,000 £ per ha (if brownfield)	(10,642,500)
Net Biodiversity Gain @ 20%	3,870 units @	1,211 £ per unit	(4,688,195)
<b>Site Infrastructure costs -</b>			
Year 1	0		-
Year 2	0		-
Year 3	0		-
Year 4	0		-
Year 5	0		-
Year 6	0		-
Year 7	0		-
Year 8	0		-
Year 9	0		-
Year 10	0		-
Year 11	0		-
Year 12	0		-
Year 13	0		-
Year 14	0		-
Year 15	0		-
total	3,870 units @	15,000 per unit	(58,050,000)
<b>Infra. Costs analysis:</b> 600,000 £ per ha 3.70% % of GDV 15,000 £ per unit (total ui) (58,050,000)			
1 bed House	- sqm @	1,234 psm	-
2 bed House	39,184 sqm @	1,234 psm	(48,352,748)
3 bed House	138,894 sqm @	1,234 psm	(171,395,566)
4 bed House	118,886 sqm @	1,234 psm	(146,705,818)
5 bed House	- sqm @	1,234 psm	-
1 bed Flat	34,147 sqm @	1,381 psm	(47,157,088)
2 bed Flat	374,137 43,025 sqm @	1,381 psm	(59,417,931)
<b>External works</b> 473,029,151 @ 15.0% (70,954,373)			
<b>Ext. Works analysis:</b> 18,334 £ per unit			
M4(2) Category 2 Housing	Aff units 1,548 units @	100% @ 586 £ per unit	(907,128)
M4(3) Category 3 Housing	Aff units 1,548 units @	5% @ 11,386 £ per unit	(881,276)
M4(2) Category 2 Housing	Mrkt units 2,322 units @	100% @ 586 £ per unit	(1,360,692)
M4(3) Category 3 Housing	Mrkt units 2,322 units @	5% @ 11,386 £ per unit	(1,321,915)
Carbon/Energy Reduction/FHS	3,870 units @	0 £ per unit	-
EV Charging Points - Houses	2,767 units @	1,000 £ per unit	(2,767,050)
EV Charging Points - Flats	276 units @	625 £ per unit	(172,336)
Water Efficiency	3,870 units @	3,106 £ per unit	(12,020,220)
Contingency (on construction)	636,794,836 @	5.0%	(31,839,742)
<b>Professional Fees</b>	636,794,836 @	10.0%	(63,679,484)
<b>Disposal Costs -</b>			
OMS Marketing and Promotion	1,209,181,500 OMS @	3.00% 9,374 £ per unit	(36,275,445)
Residential Sales Agent Costs	1,209,181,500 OMS @	1.00% 3,125 £ per unit	(12,091,815)
Residential Sales Legal Costs	1,209,181,500 OMS @	0.25% 781 £ per unit	(3,022,954)
Affordable Sale Legal Costs		lump sum	(10,000)
<b>Disposal Cost analysis:</b> 13,282 £ per unit			
<b>Interest (on Development Costs) -</b>	7.50% APR	0.604% pcm	(4,873,973)
<b>Developers Profit -</b>			
Profit on OMS	1,209,181,500	20.00%	(241,836,300)
Margin on AH	358,569,529	6.00% on AH values	(21,514,172)
<b>Profit analysis:</b> 1,567,751,029 16.80% blended GDV (263,350,472)			
835,626,622 31.52% on costs (263,350,472)			
<b>TOTAL COSTS</b>			<b>(1,096,977,094)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>			
Residual Land Value (gross)			468,773,935
SDLT	468,773,935 @	HMRC formula	(23,428,197)
Acquisition Agent fees	468,773,935 @	1.0%	(4,687,739)
Acquisition Legal fees	468,773,935 @	0.5%	(2,343,870)
Interest on Land	468,773,935 @	7.50%	(35,158,045)
Residual Land Value			<b>403,156,084</b>
<b>RLV analysis:</b> 104,175 £ per plot 4,166,988 £ per ha 1,686,357 £ per acre 25.72% % RLV / GDV			

<b>BENCHMARK LAND VALUE (BLV)</b>			
Residential Density (Net)	40.0 dph		
Site Area (Net)	96.75 ha	239.07 acres	
Benchmark Land Value (Net)	59,304 £ per plot 2,372,160 £ per ha	960,000 £ per acre	<b>229,506,480</b>
<b>BLV analysis:</b> Density 3.867 sqm/ha 16.845 sqft/ac			

<b>BALANCE</b>			
Surplus/(Deficit)	1,794,828 £ per ha	726,357 £ per acre	<b>173,649,604</b>

Scheme Ref: **Edge D**  
No Units: **3870**      Location / Value Zone: **Mid**      Development Scenario: **Brownfield**  
Notes:

Scheme Ref:

Edge D

No Units:

3870

Location / Value Zone:

Mid

Development Scenario:

Brownfield

Notes:

**SENSITIVITY ANALYSIS**

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)		25%	30%	35%	40%	45%	50%	55%
CIL Epsm 0.00	726,357							
	500.00	441,436	385,607	329,779	273,938	218,070	162,203	106,335
	510.00	430,112	375,038	319,965	264,868	209,756	154,644	99,526
	520.00	418,788	364,469	310,151	255,797	201,441	147,086	92,714
	530.00	407,464	353,901	300,327	246,727	193,127	139,527	85,903
	540.00	396,141	343,332	290,501	237,657	184,813	131,969	79,091
	550.00	384,817	332,763	280,675	228,586	176,498	124,410	72,279
	560.00	373,493	322,181	270,849	219,516	168,184	116,841	65,468
	570.00	362,169	311,599	261,022	210,446	159,869	109,273	58,656
	580.00	350,837	301,017	251,196	201,376	151,555	101,704	51,844
	590.00	339,500	290,435	241,370	192,305	143,238	94,136	45,033
	600.00	328,162	279,853	231,544	183,235	134,913	86,567	38,221
	610.00	316,824	269,271	221,718	174,165	126,588	78,998	31,409
	620.00	305,486	258,689	211,892	165,095	118,262	71,430	24,598
	630.00	294,148	248,107	202,066	156,012	109,937	63,861	17,786
	640.00	282,810	237,525	192,239	146,930	101,611	56,293	10,974
	650.00	271,473	226,943	182,410	137,848	93,286	48,724	4,155
	660.00	260,135	216,361	172,570	128,766	84,961	41,156	(2,666)
	670.00	248,797	205,779	162,731	119,683	76,635	33,587	(9,487)
	680.00	237,459	195,183	152,892	110,601	68,310	26,019	(16,308)
	690.00	226,121	184,588	143,053	101,519	59,985	18,440	(23,129)
	700.00	214,783	173,992	133,214	92,437	51,659	10,861	(29,950)
	710.00	203,445	163,396	123,375	83,354	43,334	3,282	(36,771)
	720.00	192,107	152,800	113,536	74,272	34,999	(4,297)	(43,593)
	730.00	180,769	142,204	103,697	65,190	26,662	(11,876)	(50,414)
	740.00	169,431	131,608	93,858	56,105	18,325	(19,455)	(57,235)
	750.00	158,093	121,012	84,019	47,010	9,988	(27,034)	(64,056)

**TABLE 2**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)		25%	30%	35%	40%	45%	50%	55%
Site Specific S106 11,586	726,357							
	-	1,006,506	913,125	819,745	726,357	632,923	539,488	446,038
	5,000	936,400	843,019	749,613	656,179	562,744	469,281	375,782
	10,000	866,294	772,869	679,435	586,000	492,524	399,025	305,500
	15,000	796,125	702,691	609,257	515,768	422,269	328,736	235,162
	20,000	725,947	632,510	539,011	445,512	351,972	258,398	164,767
	25,000	655,753	562,254	468,755	375,208	281,634	188,002	94,328
	30,000	585,498	491,999	398,444	304,870	211,236	117,566	23,809
	35,000	515,242	421,680	328,106	234,470	140,805	47,048	(46,788)
	40,000	444,916	351,342	257,705	164,043	70,286	(23,539)	(117,464)
	45,000	374,578	280,939	187,279	93,524	(291)	(94,200)	(188,234)
	50,000	304,174	210,513	116,763	22,957	(70,937)	(164,949)	(259,114)
	55,000	233,748	140,001	46,205	(47,673)	(141,665)	(235,802)	(330,119)
	60,000	163,240	69,453	(24,412)	(118,393)	(212,493)	(306,774)	(401,264)
	65,000	92,701	(1,164)	(95,129)	(189,208)	(283,433)	(377,880)	(472,585)
	70,000	22,085	(71,866)	(165,923)	(260,121)	(354,497)	(449,136)	(544,102)

**TABLE 3**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)		25%	30%	35%	40%	45%	50%	55%
Profit 20.0%	726,357							
	15.0%	1,278,366	1,166,862	1,055,357	943,845	832,287	720,728	609,154
	16.0%	1,223,994	1,116,115	1,008,235	900,348	792,414	684,480	576,531
	17.0%	1,169,622	1,065,367	961,112	856,850	752,541	648,232	543,908
	18.0%	1,115,250	1,014,620	913,990	813,352	712,668	611,984	511,284
	19.0%	1,060,878	963,873	866,867	769,855	672,795	575,736	478,661
	20.0%	1,006,506	913,125	819,745	726,357	632,923	539,488	446,038

**TABLE 4**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)		25%	30%	35%	40%	45%	50%	55%
BLV (£ per acre) 960,000	726,357							
	600,000	1,366,506	1,273,125	1,179,745	1,086,357	992,923	899,488	806,038
	620,000	1,346,506	1,253,125	1,159,745	1,066,357	972,923	879,488	786,038
	640,000	1,326,506	1,233,125	1,139,745	1,046,357	952,923	859,488	766,038
	660,000	1,306,506	1,213,125	1,119,745	1,026,357	932,923	839,488	746,038
	680,000	1,286,506	1,193,125	1,099,745	1,006,357	912,923	819,488	726,038
	700,000	1,266,506	1,173,125	1,079,745	986,357	892,923	799,488	706,038
	720,000	1,246,506	1,153,125	1,059,745	966,357	872,923	779,488	686,038
	740,000	1,226,506	1,133,125	1,039,745	946,357	852,923	759,488	666,038
	760,000	1,206,506	1,113,125	1,019,745	926,357	832,923	739,488	646,038
	780,000	1,186,506	1,093,125	999,745	906,357	812,923	719,488	626,038
	800,000	1,166,506	1,073,125	979,745	886,357	792,923	699,488	606,038
	820,000	1,146,506	1,053,125	959,745	866,357	772,923	679,488	586,038
	840,000	1,126,506	1,033,125	939,745	846,357	752,923	659,488	566,038
	860,000	1,106,506	1,013,125	919,745	826,357	732,923	639,488	546,038
	880,000	1,086,506	993,125	899,745	806,357	712,923	619,488	526,038
	900,000	1,066,506	973,125	879,745	786,357	692,923	599,488	506,038



Scheme Ref:

Edge D

No Units:

3870

Location / Value Zone:

Mid

Development Scenario:

Brownfield

Notes:

TABLE 5		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	726,357	25%	30%	35%	40%	45%	50%	55%
Density (dph) 40.0	35	754,285	672,577	590,869	509,119	427,364	345,609	263,805
	40	1,006,506	913,125	819,745	726,357	632,923	539,488	446,038
	45	1,258,727	1,153,674	1,048,621	943,568	838,481	733,367	628,253
	50	1,510,948	1,394,222	1,277,497	1,160,771	1,044,039	927,246	810,453
	55	1,763,149	1,634,771	1,506,373	1,377,975	1,249,577	1,121,125	992,653
	60	2,015,343	1,875,320	1,735,249	1,595,178	1,455,108	1,315,004	1,174,853
	65	2,267,537	2,115,864	1,964,125	1,812,382	1,660,638	1,508,884	1,357,053
	70	2,519,731	2,356,391	2,193,001	2,029,585	1,866,169	1,702,754	1,539,252
	75	2,771,925	2,596,918	2,421,877	2,246,789	2,071,700	1,896,612	1,721,452
	80	3,024,119	2,837,444	2,650,753	2,463,992	2,277,231	2,090,470	1,903,652
	85	3,276,312	3,077,971	2,879,629	2,681,195	2,482,762	2,284,329	2,085,852

TABLE 6		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	726,357	25%	30%	35%	40%	45%	50%	55%
Build Cost 100% (105% = 5% increase)	98%	1,053,913	960,004	866,095	772,186	678,270	584,307	490,343
	100%	1,006,506	913,125	819,745	726,357	632,923	539,488	446,038
	102%	959,099	866,247	773,386	680,481	587,575	494,662	401,692
	104%	911,692	819,358	726,981	634,604	542,226	449,786	357,346
	106%	864,271	772,423	680,576	588,728	496,822	404,911	312,961
	108%	816,808	725,489	634,171	542,798	451,417	360,010	268,555
	110%	769,345	678,555	587,716	496,864	405,998	315,074	224,131
	112%	721,882	631,574	541,252	450,927	360,533	270,139	179,663
	114%	674,374	584,581	494,788	404,932	315,068	225,141	135,185
	116%	626,852	537,588	448,270	358,936	269,558	180,142	90,651
	118%	579,329	490,549	401,745	312,913	224,028	135,093	46,104
	120%	531,768	443,494	355,207	266,853	178,472	90,028	1,501

TABLE 7		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	726,357	25%	30%	35%	40%	45%	50%	55%
Market Values 100% (105% = 5% increase)	80%	177,344	139,062	100,779	62,497	24,205	(14,109)	(52,424)
	82%	260,480	216,683	172,886	129,066	85,237	41,407	(2,429)
	84%	343,566	294,249	244,911	195,574	146,237	96,881	47,504
	86%	426,573	371,735	316,897	262,059	207,181	152,304	97,426
	88%	509,538	449,205	388,837	328,465	268,094	207,708	147,290
	90%	592,454	526,593	460,733	394,871	328,966	263,061	197,153
	92%	675,334	603,981	532,593	461,205	389,817	318,399	246,960
	94%	758,166	681,298	604,430	527,537	450,621	373,706	296,764
	96%	840,997	758,607	676,217	593,827	511,426	428,983	346,539
	98%	923,751	835,888	748,004	660,092	572,179	484,260	396,288
	100%	1,006,506	913,125	819,745	726,357	632,923	539,488	446,038
	102%	1,089,252	990,363	891,466	792,568	693,666	594,709	495,753
	104%	1,171,937	1,067,575	963,186	858,772	754,357	649,930	545,451
	106%	1,254,622	1,144,748	1,034,874	924,975	815,044	705,113	595,150
	108%	1,337,307	1,221,920	1,106,534	991,148	875,731	760,282	644,834
	110%	1,419,955	1,299,093	1,178,194	1,057,296	936,397	815,452	694,487
	112%	1,502,577	1,376,224	1,249,854	1,123,443	997,032	870,622	744,139
	114%	1,585,199	1,453,338	1,321,477	1,189,591	1,057,668	925,745	793,792
	116%	1,667,822	1,530,452	1,393,083	1,255,714	1,118,304	980,868	843,432
	118%	1,750,434	1,607,566	1,464,689	1,321,811	1,178,934	1,035,991	893,043
	120%	1,833,001	1,684,675	1,536,295	1,387,909	1,239,524	1,091,114	942,654

TABLE 8		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	726,357	25%	30%	35%	40%	45%	50%	55%
Grant (£ per unit) -	5,000	1,024,047	934,175	844,303	754,431	664,531	574,609	484,687
	10,000	1,041,589	955,225	868,861	782,497	696,133	609,730	523,320
	15,000	1,059,130	976,275	893,419	810,564	727,708	644,851	561,953
	20,000	1,076,663	997,325	917,977	838,630	759,283	679,936	600,586
	25,000	1,094,186	1,018,373	942,535	866,696	790,858	715,019	639,180
	30,000	1,111,710	1,039,402	967,093	894,763	822,432	750,102	677,771
	35,000	1,129,234	1,060,430	991,627	922,823	854,007	785,185	716,362
	40,000	1,146,758	1,081,459	1,016,160	950,861	885,562	820,263	754,954
	45,000	1,164,282	1,102,487	1,040,693	978,899	917,105	855,311	793,516
	50,000	1,181,805	1,123,516	1,065,227	1,006,937	948,648	890,358	832,069
	55,000	1,199,329	1,144,545	1,089,760	1,034,975	980,190	925,406	870,621

## NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

Scheme Ref: **Edge D**  
 No Units: **3870** Location / Value Zone: **Mid** Development Scenario: **Brownfield**  
 Notes:

[ KPI's for Report Summary Table ]

[ note that this table is combined with other similar Scheme Typologies as a Summary table ]

[ please check that it captures the required KPI's that you would like carried forward to the Summary Table ]

Scheme Ref:	Edge D
No Units:	3870
Location / Value Zone:	Mid
Development Scenario:	Brownfield
Notes:	0
Total GDV (£)	1,567,751,029
<b>Policy Assumptions</b>	
AH Target % (& mix):	40%
Affordable Rent:	50%
Social Rent:	10%
First Homes:	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%
CIL (£ psm)	-
CIL (£ per unit)	-
CIL Total (£)	-
Site Specific S106 (£ per unit)	11,586
Site Specific S106 Total (£)	44,838,355
Sub-total CIL+S106 (£ per unit)	11,586
Site Infrastructure (£ per unit)	15,000
Site Infrastructure Total (£)	58,050,000
Sub-total CIL+S106+Infrastructure (£ per unit)	26,586
<b>Profit KPI's</b>	
Developers Profit (% on OMS)	20.0%
Developers Profit (% on AH)	6.0%
Developers Profit (% blended)	16.80%
Developers Profit (% on costs)	31.52%
Developers Profit Total (£)	263,350,472
<b>Land Value KPI's</b>	
RLV (£/acre)	1,686,357
RLV (£/ha)	4,166,988
RLV (% of GDV)	25.72%
RLV Total (£)	403,156,084
BLV (£/acre)	960,000
BLV (£/ha)	2,372,160
BLV Total (£)	229,506,480
Surplus/Deficit (£/acre) [RLV-BLV]	726,357
Surplus/Deficit (£/ha)	1,794,828
Surplus/Deficit Total (£)	173,649,604
Surplus/Deficit (per unit)	44,871
Plan Viability comments	Viable

Viable	if RLV > BLV
Marginal	if RLV < BLV, but RLV is positive
Not Viable	if RLV < BLV, and RLV is negative

Scheme Ref: **Edge E**  
 No Units: **1935** Location / Value Zone: **Mid** Development Scenario: **Brownfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				1,935 Units					
AH Policy requirement (% Target)				40%					
AH tenure split %				Affordable Rent:		50.0%		60.0% % Rented	
				Social Rent:		10.0%			
				First Homes:		25.0%			
				Other Intermediate (LCHO/Sub-Market etc.):		15.0%		16.0% % of total (>10% for NPPF para 64.)	
Open Market Sale (OMS) housing				60%					
				100%		100.0%			
CIL Rate (£ psm)				0.00 £ psm					
Unit mix -		Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%		Total # units	
1 bed House		0.0%	0.0	0.0%	0.0	0%		0.0	
2 bed House		10.0%	116.1	18.8%	145.1	14%		261.2	
3 bed House		45.0%	522.5	25.0%	193.5	37%		716.0	
4 bed House		30.0%	348.3	7.5%	58.1	21%		406.4	
5 bed House		0.0%	0.0	0.0%	0.0	0%		0.0	
1 bed Flat		5.0%	58.1	30.0%	232.2	15%		290.3	
2 bed Flat		10.0%	116.1	18.8%	145.1	14%		261.2	
Total number of units		100.0%	1,161.0	100.0%	774.0	100%		1,935.0	
OMS Unit Floor areas -			Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm) (sqft)			
					%				
1 bed House			0.0	0		0.0 0			
2 bed House			75.0	807		75.0 807			
3 bed House			97.0	1,044		97.0 1,044			
4 bed House			150.0	1,615		150.0 1,615			
5 bed House			0.0	0		0.0 0			
1 bed Flat			50.0	538	85.0%	58.8 633			
2 bed Flat			70.0	753	85.0%	82.4 886			
AH Unit Floor areas -			Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm) (sqft)			
					%				
1 bed House			0.0	0		0.0 0			
2 bed House			75.0	807		75.0 807			
3 bed House			97.0	1,044		97.0 1,044			
4 bed House			124.0	1,335		124.0 1,335			
5 bed House			0.0	0		0.0 0			
1 bed Flat			50.0	538	85.0%	58.8 633			
2 bed Flat			70.0	753	85.0%	82.4 886			
Total Gross Floor areas -			Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm) (sqft)		
1 bed House			0	0	0	0	0 0		
2 bed House			8,708	93,727	10,884	117,158	19,592 210,885		
3 bed House			50,678	545,490	18,770	202,033	69,447 747,523		
4 bed House			52,245	562,360	7,198	77,481	59,443 639,841		
5 bed House			0	0	0	0	0 0		
1 bed Flat			3,415	36,756	13,659	147,022	17,074 183,778		
2 bed Flat			9,561	102,916	11,951	128,645	21,513 231,560		
			124,606	1,341,248	62,462	672,339	187,068 2,013,587		
AH % by floor area:			33.39% AH % by floor area due to mix						
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf	total MV £ (no AH)				
1 bed House		0	#DIV/0!	#DIV/0!	0				
2 bed House		400,000	5,333	495	104,490,000				
3 bed House		500,000	5,155	479	357,975,000				
4 bed House		670,000	4,467	415	272,254,500				
5 bed House		725,000	#DIV/0!	#DIV/0!	0				
1 bed Flat		365,000	7,300	678	105,941,250				
2 bed Flat		365,000	5,214	484	95,347,125				
					936,007,875				
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £	% of MV	Intermediate £	% of MV
1 bed House		0	50%	0	40%	0	70%	0	70%
2 bed House		200,000	50%	160,000	40%	250,000	70%	280,000	70%
3 bed House		250,000	50%	200,000	40%	250,000	70%	350,000	70%
4 bed House		335,000	50%	268,000	40%	250,000	70%	469,000	70%
5 bed House		362,500	50%	290,000	40%	250,000	70%	507,500	70%
1 bed Flat		182,500	50%	146,000	40%	250,000	70%	255,500	70%
2 bed Flat		182,500	50%	146,000	40%	250,000	70%	255,500	70%

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Scheme Ref: **Edge E**  
 No Units: **1935** Location / Value Zone: **Mid** Development Scenario: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>GROSS DEVELOPMENT VALUE</b>				
<b>OMS GDV -</b>	(part houses due to % mix)			
1 bed House	0.0	@	0	-
2 bed House	116.1	@	400,000	46,440,000
3 bed House	522.5	@	500,000	261,225,000
4 bed House	348.3	@	670,000	233,361,000
5 bed House	0.0	@	725,000	-
1 bed Flat	58.1	@	365,000	21,188,250
2 bed Flat	116.1	@	365,000	42,376,500
	1,161.0			604,590,750
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	72.6	@	200,000	14,512,500
3 bed House	96.8	@	250,000	24,187,500
4 bed House	29.0	@	335,000	9,723,375
5 bed House	0.0	@	362,500	-
1 bed Flat	116.1	@	182,500	21,188,250
2 bed Flat	72.6	@	182,500	13,242,656
	387.0			82,854,281
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	14.5	@	160,000	2,322,000
3 bed House	19.4	@	200,000	3,870,000
4 bed House	5.8	@	268,000	1,555,740
5 bed House	0.0	@	290,000	-
1 bed Flat	23.2	@	146,000	3,390,120
2 bed Flat	14.5	@	146,000	2,118,825
	77.4			13,256,685
<b>First Homes GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	36.3	@	250,000	9,070,313
3 bed House	48.4	@	250,000	12,093,750
4 bed House	14.5	@	250,000	3,628,125
5 bed House	0.0	@	250,000	-
1 bed Flat	58.1	@	250,000	14,512,500
2 bed Flat	36.3	@	250,000	9,070,313
	193.5			48,375,000
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	21.8	@	280,000	6,095,250
3 bed House	29.0	@	350,000	10,158,750
4 bed House	8.7	@	469,000	4,083,818
5 bed House	0.0	@	507,500	-
1 bed Flat	34.8	@	255,500	8,899,065
2 bed Flat	21.8	@	255,500	5,561,916
	116.1	774.0		34,798,798
<b>Sub-total GDV Residential</b>	<b>1,935</b>			<b>783,875,514</b>
<b>AH on-site cost analysis:</b>		<b>£MV (no AH) less EGDV (inc. AH)</b>		<b>152,132,361</b>
		<b>813 £ psm (total GIA sqm)</b>		<b>78,621 £ per unit (total units)</b>
<b>Grant</b>	774	AH units @	0 per unit	-
<b>Total GDV</b>				<b>783,875,514</b>

DEVELOPMENT COSTS				
<b>DEVELOPMENT COSTS</b>				
<b>Initial Payments -</b>				
Statutory Planning Fees (Residential)				(282,989)
Planning Application Professional Fees, Surveys and reports				(850,000)
CIL	124,606 sqm (Market only)	0.00 £ psm		-
	<b>0.00% % of GDV</b>	<b>0 £ per unit (total units)</b>		
<b>CIL analysis:</b>				
Site Specific S106 Contributions	Net zero carbon housing	12,880 per dwelling		(17,819,802)
	Net zero carbon flats	5% build cost		(2,664,375)
	Green belt loss mitigation	1,000 per dwelling		(1,935,000)
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	1,935 units @	0 per unit	-
<b>S106 analysis:</b>	<b>463,446 £ per ha</b>	<b>2.86% % of GDV</b>	<b>11,586 £ per unit (total units)</b>	<b>(22,419,177)</b>
AH Commuted Sum	187,068 sqm (total)	0 £ psm		-
<b>Comm. Sum analysis:</b>	<b>0.00% % of GDV</b>			

Scheme Ref: **Edge E**  
No Units: **1935**      Location / Value Zone: **Mid**      Development Scenario: **Brownfield**  
Notes:

| cont./

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Scheme Ref: **Edge E**  
No Units: **1935**  
Notes:

Location / Value Zone: **Mid**

Development Scenario: **Brownfield**

<b>Construction Costs -</b>				
Site Clearance, Demolition & Remediation	48.38	ha @	110,000	£ per ha (if brownfield) (5,321,250)
Net Biodiversity Gain @ 20%	1,935	units @	1,211	£ per unit (2,344,098)
<b>Site Infrastructure costs -</b>				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
Year 11	0			-
Year 12	0			-
Year 13	0			-
Year 14	0			-
Year 15	0			-
total	1,935	units @	15,000	per unit (29,025,000)
<b>Infra. Costs analysis:</b> 600,000 £ per ha 3.70% % of GDV 15,000 £ per unit (total ui) (29,025,000)				
1 bed House	-	sqm @	1,234	psm -
2 bed House	19,592	sqm @	1,234	psm (24,176,374)
3 bed House	69,447	sqm @	1,234	psm (85,697,783)
4 bed House	59,443	sqm @	1,234	psm (73,352,909)
5 bed House	-	sqm @	1,234	psm -
1 bed Flat	17,074	sqm @	1,381	psm (23,578,544)
2 bed Flat	187,068	21,513	sqm @	1,381 psm (29,708,966)
<b>External works</b> 236,514,575 @ 15.0% (35,477,186)				
<b>Ext. Works analysis:</b> 18,334 £ per unit				
M4(2) Category 2 Housing	Aff units	774 units @	100% @	586 £ per unit (453,564)
M4(3) Category 3 Housing	Aff units	774 units @	5% @	11,386 £ per unit (440,638)
M4(2) Category 2 Housing	Mrkt units	1,161 units @	100% @	586 £ per unit (680,346)
M4(3) Category 3 Housing	Mrkt units	1,161 units @	5% @	11,386 £ per unit (660,957)
Carbon/Energy Reduction/FHS		1,935 units @		0 £ per unit -
EV Charging Points - Houses		1,384 units @		1,000 £ per unit (1,383,525)
EV Charging Points - Flats		138 units @		625 £ per unit (86,168)
Water Efficiency		1,935 units @		3,106 £ per unit (6,010,110)
<b>Contingency (on construction)</b> 318,397,418 @ 5.0% (15,919,871)				
<b>Professional Fees</b> 318,397,418 @ 10.0% (31,839,742)				
<b>Disposal Costs -</b>				
OMS Marketing and Promotion		604,590,750 OMS @	3.00%	9,374 £ per unit (18,137,723)
Residential Sales Agent Costs		604,590,750 OMS @	1.00%	3,125 £ per unit (6,045,908)
Residential Sales Legal Costs		604,590,750 OMS @	0.25%	781 £ per unit (1,511,477)
Affordable Sale Legal Costs				lump sum (10,000)
<b>Disposal Cost analysis:</b> 13,284 £ per unit				
<b>Interest (on Development Costs) -</b> 7.50% APR 0.604% pcm (2,447,676)				
<b>Developers Profit -</b>				
Profit on OMS		604,590,750	20.00%	(120,918,150)
Margin on AH		179,284,764	6.00% on AH values	(10,757,086)
<b>Profit analysis:</b> 783,875,514 16.80% blended GDV (131,675,236)				
417,861,980 31.51% on costs (131,675,236)				
<b>TOTAL COSTS</b>				<b>(549,537,216)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				234,338,298
SDLT	234,338,298	@	HMRC formula	(11,706,415)
Acquisition Agent fees	234,338,298	@	1.0%	(2,343,383)
Acquisition Legal fees	234,338,298	@	0.5%	(1,171,691)
Interest on Land	234,338,298	@	7.50%	(17,575,372)
Residual Land Value				<b>201,541,437</b>
<b>RLV analysis:</b> 104,156 £ per plot 4,166,231 £ per ha 1,686,051 £ per acre 25.71% % RLV / GDV				

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density (Net)		40.0	dph	
Site Area (Net)		48.38	ha	119.53 acres
Benchmark Land Value (Net)	59,304 £ per plot	2,372,160 £ per ha	960,000 £ per acre	<b>114,753,240</b>
<b>BLV analysis:</b> Density 3.867 sqm/ha 16.845 sqft/ac				

<b>BALANCE</b>				
Surplus/(Deficit)		1,794,071 £ per ha	726,051 £ per acre	<b>86,788,197</b>

Scheme Ref: **Edge E**  
No Units: **1935**      Location / Value Zone: **Mid**      Development Scenario: **Brownfield**  
Notes:

Scheme Ref:

Edge E

No Units:

1935

Location / Value Zone:

Mid

Development Scenario:

Brownfield

Notes:

**SENSITIVITY ANALYSIS**

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

Balance (RLV - BLV £ per acre)		726,051	25%	30%	35%	40%	45%	50%	55%
CIL Epsm 0.00	500.00	441,125	385,297	329,468	273,625	217,758	161,890	106,023	
	510.00	429,801	374,728	319,654	264,555	209,443	154,332	99,211	
	520.00	418,478	364,159	309,840	255,485	201,129	146,773	92,400	
	530.00	407,154	353,590	300,014	246,414	192,814	139,215	85,588	
	540.00	395,830	343,021	290,188	237,344	184,500	131,656	78,776	
	550.00	384,506	332,450	280,362	228,274	176,186	124,095	71,965	
	560.00	373,183	321,868	270,536	219,204	167,871	116,526	65,153	
	570.00	361,859	311,286	260,710	210,133	159,557	108,958	58,341	
	580.00	350,525	300,704	250,884	201,063	151,242	101,389	51,530	
	590.00	339,187	290,122	241,057	191,993	142,924	93,821	44,718	
	600.00	327,849	279,540	231,231	182,922	134,598	86,252	37,906	
	610.00	316,511	268,958	221,405	173,852	126,273	78,684	31,095	
	620.00	305,174	258,376	211,579	164,780	117,947	71,115	24,283	
	630.00	293,836	247,794	201,753	155,697	109,622	63,547	17,471	
	640.00	282,498	237,212	191,927	146,615	101,297	55,978	10,660	
	650.00	271,160	226,630	182,095	137,533	92,971	48,410	3,838	
	660.00	259,822	216,048	172,256	128,451	84,646	40,841	(2,983)	
	670.00	248,484	205,465	162,417	119,369	76,321	33,273	(9,804)	
	680.00	237,146	194,869	152,578	110,286	67,995	25,702	(16,625)	
	690.00	225,807	184,273	142,738	101,204	59,670	18,123	(23,446)	
	700.00	214,454	173,677	132,899	92,122	51,344	10,544	(30,267)	
	710.00	203,102	163,081	123,060	83,040	43,019	2,965	(37,088)	
	720.00	191,749	152,485	113,221	73,957	34,682	(4,614)	(43,910)	
	730.00	180,396	141,889	103,382	64,875	26,345	(12,193)	(50,731)	
	740.00	169,043	131,293	93,543	55,788	18,008	(19,772)	(57,552)	
	750.00	157,690	120,697	83,704	46,693	9,671	(27,351)	(64,373)	

**TABLE 2**

Balance (RLV - BLV £ per acre)		726,051	25%	30%	35%	40%	45%	50%	55%
Site Specific S106 11,586	40,000	444,606	351,031	257,392	163,728	69,971	(23,856)	(117,783)	
	42,000	416,470	322,882	229,222	135,521	41,762	(52,103)	(146,071)	
	44,000	388,335	294,712	201,051	107,313	13,515	(80,375)	(174,390)	
	46,000	360,200	266,541	172,863	79,106	(14,732)	(108,663)	(202,721)	
	48,000	332,031	238,371	144,655	50,887	(42,978)	(136,951)	(231,061)	
	50,000	303,861	210,201	116,448	22,640	(71,256)	(165,271)	(259,438)	
	52,000	275,691	181,998	88,241	(5,607)	(99,544)	(193,602)	(287,815)	
	54,000	247,520	153,790	60,011	(33,853)	(127,832)	(221,938)	(316,232)	
	56,000	219,340	125,583	31,765	(62,136)	(156,152)	(250,314)	(344,657)	
	58,000	191,132	97,375	3,518	(90,424)	(184,483)	(278,691)	(373,117)	
	60,000	162,925	69,136	(24,729)	(118,712)	(212,814)	(307,100)	(401,592)	
	62,000	134,717	40,889	(53,017)	(147,033)	(241,191)	(335,525)	(430,105)	
	64,000	106,508	12,643	(81,304)	(175,364)	(269,568)	(363,971)	(458,631)	
	66,000	78,261	(15,609)	(109,592)	(203,695)	(297,968)	(392,445)	(487,207)	
	68,000	50,014	(43,897)	(137,913)	(232,068)	(326,392)	(420,940)	(515,801)	

**TABLE 3**

Balance (RLV - BLV £ per acre)		726,051	25%	30%	35%	40%	45%	50%	55%
Profit 20.0%	15.0%		1,278,062	1,166,558	1,055,053	943,539	831,981	720,422	608,846
	16.0%		1,223,690	1,115,810	1,007,931	900,041	792,108	684,174	576,223
	17.0%		1,169,318	1,065,063	960,808	856,544	752,235	647,926	543,599
	18.0%		1,114,946	1,014,316	913,686	813,046	712,362	611,678	510,976
	19.0%		1,060,574	963,569	866,563	769,548	672,489	575,430	478,353
	20.0%		1,006,202	912,821	819,441	726,051	632,616	539,182	445,729

**TABLE 4**

Balance (RLV - BLV £ per acre)		726,051	25%	30%	35%	40%	45%	50%	55%
BLV (£ per acre) 960,000	600,000		1,366,202	1,272,821	1,179,441	1,086,051	992,616	899,182	805,729
	620,000		1,346,202	1,252,821	1,159,441	1,066,051	972,616	879,182	785,729
	640,000		1,326,202	1,232,821	1,139,441	1,046,051	952,616	859,182	765,729
	660,000		1,306,202	1,212,821	1,119,441	1,026,051	932,616	839,182	745,729
	680,000		1,286,202	1,192,821	1,099,441	1,006,051	912,616	819,182	725,729
	700,000		1,266,202	1,172,821	1,079,441	986,051	892,616	799,182	705,729
	720,000		1,246,202	1,152,821	1,059,441	966,051	872,616	779,182	685,729
	740,000		1,226,202	1,132,821	1,039,441	946,051	852,616	759,182	665,729
	760,000		1,206,202	1,112,821	1,019,441	926,051	832,616	739,182	645,729
	780,000		1,186,202	1,092,821	999,441	906,051	812,616	719,182	625,729
	800,000		1,166,202	1,072,821	979,441	886,051	792,616	699,182	605,729
	820,000		1,146,202	1,052,821	959,441	866,051	772,616	679,182	585,729
	840,000		1,126,202	1,032,821	939,441	846,051	752,616	659,182	565,729
	860,000		1,106,202	1,012,821	919,441	826,051	732,616	639,182	545,729
	880,000		1,086,202	992,821	899,441	806,051	712,616	619,182	525,729
	900,000		1,066,202	972,821	879,441	786,051	692,616	599,182	505,729



Scheme Ref:

Edge E

No Units:

1935

Location / Value Zone:

Mid

Development Scenario:

Brownfield

Notes:

TABLE 5		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	726,051	25%	30%	35%	40%	45%	50%	55%
Density (dph) 40.0	35	754,019	672,311	590,603	508,851	427,096	345,341	263,535
	40	1,006,202	912,821	819,441	726,051	632,616	539,182	445,729
	45	1,258,385	1,153,332	1,048,279	943,226	838,136	733,023	627,909
	50	1,510,568	1,393,842	1,277,117	1,160,391	1,043,656	926,863	810,070
	55	1,762,734	1,634,353	1,505,955	1,377,557	1,249,159	1,120,704	992,232
	60	2,014,890	1,874,863	1,734,793	1,594,722	1,454,651	1,314,545	1,174,393
	65	2,267,046	2,115,373	1,963,631	1,811,887	1,660,144	1,508,386	1,356,555
	70	2,519,202	2,355,862	2,192,469	2,029,053	1,865,637	1,702,221	1,538,716
	75	2,771,358	2,596,351	2,421,307	2,246,218	2,071,130	1,896,042	1,720,878
	80	3,023,514	2,836,840	2,650,145	2,463,384	2,276,623	2,089,862	1,903,040
	85	3,275,671	3,077,329	2,878,983	2,680,549	2,482,116	2,283,682	2,085,201

TABLE 6		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	726,051	25%	30%	35%	40%	45%	50%	55%
Build Cost 100% (105% = 5% increase)	98%	1,053,609	959,700	865,791	771,882	677,964	584,000	490,037
	100%	1,006,202	912,821	819,441	726,051	632,616	539,182	445,729
	102%	958,795	865,943	773,080	680,174	587,269	494,353	401,384
	104%	911,388	819,051	726,675	634,298	541,918	449,478	357,038
	106%	863,965	772,117	680,270	588,422	496,513	404,603	312,650
	108%	816,502	725,183	633,864	542,490	451,109	359,699	268,245
	110%	769,039	678,249	587,407	496,556	405,688	314,764	223,818
	112%	721,576	631,266	540,944	450,617	360,223	269,827	179,350
	114%	674,066	584,273	494,480	404,621	314,757	224,828	134,870
	116%	626,543	537,280	447,960	358,626	269,245	179,830	90,336
	118%	579,021	490,239	401,435	312,600	223,716	134,778	45,787
	120%	531,457	443,183	354,894	266,540	178,157	89,713	1,184

TABLE 7		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	726,051	25%	30%	35%	40%	45%	50%	55%
Market Values 100% (105% = 5% increase)	80%	177,030	138,747	100,465	62,182	23,888	(14,426)	(52,741)
	82%	260,167	216,371	172,574	128,752	84,922	41,092	(2,745)
	84%	343,255	293,936	244,599	195,262	145,924	96,566	47,189
	86%	426,262	371,425	316,587	261,746	206,869	151,991	97,114
	88%	509,230	448,897	388,526	328,155	267,783	207,395	146,977
	90%	592,145	526,285	460,424	394,561	328,655	262,750	196,841
	92%	675,028	603,673	532,285	460,896	389,508	318,088	246,649
	94%	757,860	680,991	604,123	527,229	450,313	373,397	296,453
	96%	840,691	758,301	675,911	593,520	511,118	428,674	346,231
	98%	923,447	835,584	747,698	659,786	571,873	483,951	395,980
	100%	1,006,202	912,821	819,441	726,051	632,616	539,182	445,729
	102%	1,088,950	990,059	891,161	792,264	693,359	594,403	495,446
	104%	1,171,635	1,067,273	962,882	858,468	754,053	649,624	545,145
	106%	1,254,320	1,144,446	1,034,572	924,671	814,740	704,809	594,844
	108%	1,337,005	1,221,618	1,106,232	990,846	875,427	759,978	644,530
	110%	1,419,655	1,298,791	1,177,892	1,056,994	936,095	815,148	694,183
	112%	1,502,277	1,375,924	1,249,552	1,123,141	996,730	870,318	743,835
	114%	1,584,899	1,453,038	1,321,177	1,189,289	1,057,366	925,443	793,488
	116%	1,667,522	1,530,152	1,392,783	1,255,414	1,118,001	980,566	843,130
	118%	1,750,136	1,607,266	1,464,389	1,321,511	1,178,634	1,035,689	892,741
	120%	1,832,703	1,684,377	1,535,995	1,387,609	1,239,224	1,090,812	942,352

TABLE 8		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	726,051	25%	30%	35%	40%	45%	50%	55%
Grant (£ per unit) -	5,000	1,023,743	933,871	843,999	754,127	664,225	574,303	484,380
	10,000	1,041,285	954,921	868,557	782,193	695,829	609,424	523,013
	15,000	1,058,826	975,971	893,115	810,260	727,404	644,545	561,646
	20,000	1,076,361	997,020	917,673	838,326	758,979	679,631	600,279
	25,000	1,093,884	1,018,070	942,231	866,392	790,553	714,714	638,875
	30,000	1,111,408	1,039,100	966,789	894,459	822,128	749,797	677,467
	35,000	1,128,932	1,060,128	991,325	922,521	853,703	784,880	716,058
	40,000	1,146,456	1,081,157	1,015,858	950,559	885,260	819,961	754,649
	45,000	1,163,980	1,102,185	1,040,391	978,597	916,803	855,009	793,214
	50,000	1,181,503	1,123,214	1,064,924	1,006,635	948,346	890,056	831,767
	55,000	1,199,027	1,144,242	1,089,458	1,034,673	979,888	925,104	870,319

## NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

Scheme Ref: **Edge E**  
 No Units: **1935** Location / Value Zone: **Mid** Development Scenario: **Brownfield**  
 Notes:

[ KPI's for Report Summary Table ]

[ note that this table is combined with other similar Scheme Typologies as a Summary table ]

[ please check that it captures the required KPI's that you would like carried forward to the Summary Table ]

Scheme Ref:	Edge E
No Units:	1935
Location / Value Zone:	Mid
Development Scenario:	Brownfield
Notes:	0
Total GDV (£)	783,875,514
<b>Policy Assumptions</b>	
AH Target % (& mix):	40%
Affordable Rent:	50%
Social Rent:	10%
First Homes:	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%
CIL (£ psm)	-
CIL (£ per unit)	-
CIL Total (£)	-
Site Specific S106 (£ per unit)	11,586
Site Specific S106 Total (£)	22,419,177
Sub-total CIL+S106 (£ per unit)	11,586
Site Infrastructure (£ per unit)	15,000
Site Infrastructure Total (£)	29,025,000
Sub-total CIL+S106+Infrastructure (£ per unit)	26,586
<b>Profit KPI's</b>	
Developers Profit (% on OMS)	20.0%
Developers Profit (% on AH)	6.0%
Developers Profit (% blended)	16.80%
Developers Profit (% on costs)	31.51%
Developers Profit Total (£)	131,675,236
<b>Land Value KPI's</b>	
RLV (£/acre)	1,686,051
RLV (£/ha)	4,166,231
RLV (% of GDV)	25.71%
RLV Total (£)	201,541,437
BLV (£/acre)	960,000
BLV (£/ha)	2,372,160
BLV Total (£)	114,753,240
Surplus/Deficit (£/acre) [RLV-BLV]	726,051
Surplus/Deficit (£/ha)	1,794,071
Surplus/Deficit Total (£)	86,788,197
Surplus/Deficit (per unit)	44,852
Plan Viability comments	Viable

Viable	if RLV > BLV
Marginal	if RLV < BLV, but RLV is positive
Not Viable	if RLV < BLV, and RLV is negative

Scheme Ref: **New settlement A**  
 No Units: **5120** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				5,120 Units					
AH Policy requirement (% Target)				40%					
AH tenure split %				Affordable Rent:		50.0%		60.0% % Rented	
				Social Rent:		10.0%			
				First Homes:		25.0%			
				Other Intermediate (LCHO/Sub-Market etc.):		15.0%		16.0% % of total (>10% for NPPF para 64.)	
Open Market Sale (OMS) housing				60%					
				100%		100.0%			
CIL Rate (£ psm)				0.00 £ psm					
Unit mix -		Mkt Units mix%	MV # units	AH mix%		AH # units		Overall mix%	Total # units
1 bed House		0.0%	0.0	0.0%		0.0		0%	0.0
2 bed House		25.0%	768.0	18.75%		384.0		23%	1,152.0
3 bed House		45.0%	1,382.4	25.0%		512.0		37%	1,894.4
4 bed House		30.0%	921.6	7.5%		153.6		21%	1,075.2
5 bed House		0.0%	0.0	0.0%		0.0		0%	0.0
1 bed Flat		0.0%	0.0	30.0%		614.4		12%	614.4
2 bed Flat		0.0%	0.0	18.8%		384.0		8%	384.0
Total number of units		100.0%	3,072.0	100.0%		2,048.0		100%	5,120.0
OMS Unit Floor areas -			Net area per unit	Net to Gross %			Gross (GIA) per unit		
			(sqm)	(sqft)	%			(sqm)	(sqft)
1 bed House			0.0	0				0.0	0
2 bed House			75.0	807				75.0	807
3 bed House			97.0	1,044				97.0	1,044
4 bed House			150.0	1,615				150.0	1,615
5 bed House			0.0	0				0.0	0
1 bed Flat			50.0	538	85.0%			58.8	633
2 bed Flat			61.0	657	85.0%			71.8	772
AH Unit Floor areas -			Net area per unit	Net to Gross %			Gross (GIA) per unit		
			(sqm)	(sqft)	%			(sqm)	(sqft)
1 bed House			0.0	0				0.0	0
2 bed House			75.0	807				75.0	807
3 bed House			97.0	1,044				97.0	1,044
4 bed House			124.0	1,335				124.0	1,335
5 bed House			0.0	0				0.0	0
1 bed Flat			50.0	538	85.0%			58.8	633
2 bed Flat			61.0	657	85.0%			71.8	772
Total Gross Floor areas -			Mkt Units GIA	AH units GIA		Total GIA (all units)			
			(sqm)	(sqft)	(sqm)	(sqft)	(sqm) (sqft)		
1 bed House			0	0	0	0	0 0		
2 bed House			57,600	620,001	28,800	310,001	86,400 930,002		
3 bed House			134,093	1,443,363	49,664	534,579	183,757 1,977,942		
4 bed House			138,240	1,488,003	19,046	205,014	157,286 1,693,017		
5 bed House			0	0	0	0	0 0		
1 bed Flat			0	0	36,141	389,020	36,141 389,020		
2 bed Flat			0	0	27,558	296,628	27,558 296,628		
			329,933	3,551,367	161,209	1,735,242	491,142 5,286,609		
AH % by floor area:			32.82% AH % by floor area due to mix						
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf	total MV £ (no AH)				
1 bed House		0	#DIV/0!	#DIV/0!	0				
2 bed House		350,000	4,667	434	403,200,000				
3 bed House		425,000	4,381	407	805,120,000				
4 bed House		550,000	3,667	341	591,360,000				
5 bed House		0	#DIV/0!	#DIV/0!	0				
1 bed Flat		250,000	5,000	465	153,600,000				
2 bed Flat		300,000	4,918	457	115,200,000				
					2,068,480,000				
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £	% of MV	Intermediate £	% of MV
1 bed House		0	50%	0	40%	0	70%	0	70%
2 bed House		175,000	50%	140,000	40%	245,000	70%	245,000	70%
3 bed House		212,500	50%	170,000	40%	250,000	70%	297,500	70%
4 bed House		275,000	50%	220,000	40%	250,000	70%	385,000	70%
5 bed House		0	50%	0	40%	0	70%	0	70%
1 bed Flat		125,000	50%	100,000	40%	175,000	70%	175,000	70%
2 bed Flat		150,000	50%	120,000	40%	210,000	70%	210,000	70%

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Scheme Ref: **New settlement A**  
 No Units: **5120** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	768.0	@	350,000	268,800,000
3 bed House	1,382.4	@	425,000	587,520,000
4 bed House	921.6	@	550,000	506,880,000
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	250,000	-
2 bed Flat	0.0	@	300,000	-
	3,072.0			1,363,200,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	192.0	@	175,000	33,600,000
3 bed House	256.0	@	212,500	54,400,000
4 bed House	76.8	@	275,000	21,120,000
5 bed House	0.0	@	0	-
1 bed Flat	307.2	@	125,000	38,400,000
2 bed Flat	192.0	@	150,000	28,800,000
	1,024.0			176,320,000
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	38.4	@	140,000	5,376,000
3 bed House	51.2	@	170,000	8,704,000
4 bed House	15.4	@	220,000	3,379,200
5 bed House	0.0	@	0	-
1 bed Flat	61.4	@	100,000	6,144,000
2 bed Flat	38.4	@	120,000	4,608,000
	204.8			28,211,200
<b>First Homes GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	96.0	@	245,000	23,520,000
3 bed House	128.0	@	250,000	32,000,000
4 bed House	38.4	@	250,000	9,600,000
5 bed House	0.0	@	0	-
1 bed Flat	153.6	@	175,000	26,880,000
2 bed Flat	96.0	@	210,000	20,160,000
	512.0			112,160,000
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	57.6	@	245,000	14,112,000
3 bed House	76.8	@	297,500	22,848,000
4 bed House	23.0	@	385,000	8,870,400
5 bed House	0.0	@	0	-
1 bed Flat	92.2	@	175,000	16,128,000
2 bed Flat	57.6	@	210,000	12,096,000
	307.2	2,048.0		74,054,400
<b>Sub-total GDV Residential</b>				<b>5,120</b>
AH on-site cost analysis:				£MV (no AH) less EGDV (inc. AH) 314,534,400
640 £ psm (total GIA sqm)				61,433 £ per unit (total units)
<b>Grant</b>				2,048 AH units @ 0 per unit
<b>Total GDV</b>				<b>1,753,945,600</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Statutory Planning Fees (Residential)				(722,519)
Planning Application Professional Fees, Surveys and reports				(2,170,000)
CIL	329,933 sqm (Market only)	0.00 £ psm		-
	0.00% % of GDV	0 £ per unit (total units)		-
<b>CIL analysis:</b>				
Site Specific S106 Contributions	Net zero carbon housing	12,880 per dwelling		(53,086,208)
	Net zero carbon flats	5% build cost		(4,398,404)
	Green belt loss mitigation	1,000 per dwelling		(5,120,000)
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	5,120 units @	0 per unit	-
<b>S106 analysis:</b>				489,099 £ per ha
3.57% % of GDV				12,227 £ per unit (total units) (62,604,612)
<b>AH Commuted Sum</b>				491,142 sqm (total)
<b>Comm. Sum analysis:</b>				0 £ psm
0.00% % of GDV				-

Scheme Ref: **New settlement A**  
No Units: **5120** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
Notes:

cont./

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Scheme Ref: **New settlement A**  
 No Units: **5120** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes:

<b>Construction Costs -</b>			
Site Clearance, Demolition & Remediation	128.00 ha @	0 £ per ha (if brownfield)	-
Net Biodiversity Gain @ 20%	5,120 units @	1,211 £ per unit	(6,202,470)
<b>Site Infrastructure costs -</b>			
Year 1	0		-
Year 2	0		-
Year 3	0		-
Year 4	0		-
Year 5	0		-
Year 6	0		-
Year 7	0		-
Year 8	0		-
Year 9	0		-
Year 10	0		-
Year 11	0		-
Year 12	0		-
Year 13	0		-
Year 14	0		-
Year 15	0		-
total	5,120 units @	30,000 per unit	(153,600,000)
<b>Infra. Costs analysis:</b> 1,200,000 £ per ha 8.76% % of GDV 30,000 £ per unit (total ui) (153,600,000)			
1 bed House	- sqm @	1,234 psm	-
2 bed House	86,400 sqm @	1,234 psm	(106,617,600)
3 bed House	183,757 sqm @	1,234 psm	(226,755,891)
4 bed House	157,286 sqm @	1,234 psm	(194,091,418)
5 bed House	- sqm @	1,234 psm	-
1 bed Flat	36,141 sqm @	1,381 psm	(49,910,965)
2 bed Flat	491,142 27,558 sqm @	1,381 psm	(38,057,111)
<b>External works</b> 615,432,984 @ 20.0% (123,086,597)			
<b>Ext. Works analysis:</b> 24,040 £ per unit			
M4(2) Category 2 Housing	Aff units 2,048 units @	100% @ 586 £ per unit	(1,200,128)
M4(3) Category 3 Housing	Aff units 2,048 units @	5% @ 11,386 £ per unit	(1,165,926)
M4(2) Category 2 Housing	Mrkt units 3,072 units @	100% @ 586 £ per unit	(1,800,192)
M4(3) Category 3 Housing	Mrkt units 3,072 units @	5% @ 11,386 £ per unit	(1,748,890)
Carbon/Energy Reduction/FHS	5,120 units @	0 £ per unit	-
EV Charging Points - Houses	4,122 units @	1,000 £ per unit	(4,121,600)
EV Charging Points - Flats	250 units @	625 £ per unit	(156,000)
Water Efficiency	5,120 units @	3,106 £ per unit	(15,902,720)
Contingency (on construction)	924,417,507 @	5.0%	(46,220,875)
<b>Professional Fees</b>	924,417,507 @	10.0%	(92,441,751)
<b>Disposal Costs -</b>			
OMS Marketing and Promotion	1,363,200,000 OMS @	3.00% 7,988 £ per unit	(40,896,000)
Residential Sales Agent Costs	1,363,200,000 OMS @	1.00% 2,663 £ per unit	(13,632,000)
Residential Sales Legal Costs	1,363,200,000 OMS @	0.25% 666 £ per unit	(3,408,000)
Affordable Sale Legal Costs		lump sum	(10,000)
<b>Disposal Cost analysis:</b> 11,318 £ per unit			
<b>Interest (on Development Costs) -</b>	7.50% APR	0.604% pcm	(7,630,862)
<b>Developers Profit -</b>			
Profit on OMS	1,363,200,000	20.00%	(272,640,000)
Margin on AH	390,745,600	6.00% on AH values	(23,444,736)
<b>Profit analysis:</b> 1,753,945,600 16.88% blended GDV (296,084,736)			
1,194,154,126 24.79% on costs (296,084,736)			
<b>TOTAL COSTS</b>			<b>(1,490,238,862)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>			
Residual Land Value (gross)			263,706,738
SDLT	263,706,738 @	HMRC formula	(13,174,837)
Acquisition Agent fees	263,706,738 @	1.0%	(2,637,067)
Acquisition Legal fees	263,706,738 @	0.5%	(1,318,534)
Interest on Land	263,706,738 @	7.50%	(19,778,005)
Residual Land Value			<b>226,798,294</b>
<b>RLV analysis:</b> 44,297 £ per plot 1,771,862 £ per ha 717,063 £ per acre 12.93% % RLV / GDV			

<b>BENCHMARK LAND VALUE (BLV)</b>			
Residential Density (Net)	40.0 dph		
Site Area (Net)	128.00 ha	316.29 acres	
Benchmark Land Value (Net)	12,355 £ per plot 494,200 £ per ha	200,000 £ per acre	<b>63,257,600</b>
<b>BLV analysis:</b> Density 3.837 sqm/ha 16.715 sqft/ac			

<b>BALANCE</b>			
Surplus/(Deficit)	1,277,662 £ per ha	517,063 £ per acre	<b>163,540,694</b>

Scheme Ref: **New settlement A**  
No Units: **5120** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
Notes:

Scheme Ref:

New settlement A

No Units:

5120

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

**SENSITIVITY ANALYSIS**

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	517,063	25%	30%	35%	40%	45%	50%	55%
CIL Epsm 0.00	250.00	462,114	404,233	346,274	288,211	230,010	171,647	113,058
	260.00	450,690	393,559	336,343	279,019	221,570	163,948	106,102
	270.00	439,253	382,870	326,401	269,827	213,130	156,248	99,147
	280.00	427,815	372,180	316,459	260,635	204,677	148,549	92,186
	290.00	416,378	361,489	306,517	251,443	196,223	140,838	85,218
	300.00	404,941	350,799	296,574	242,241	187,768	133,124	78,249
	310.00	393,504	340,109	286,627	233,034	179,314	125,411	71,280
	320.00	382,050	329,405	276,669	223,826	170,853	117,697	64,306
	330.00	370,596	318,698	266,711	214,619	162,384	109,975	57,323
	340.00	359,142	307,991	256,753	205,410	153,914	102,247	50,340
	350.00	347,688	297,284	246,795	196,187	145,445	94,519	43,358
	360.00	336,232	286,575	236,825	186,964	136,972	86,790	36,366
	370.00	324,760	275,851	226,850	177,740	128,487	79,052	29,369
	380.00	313,289	265,127	216,875	168,517	120,002	71,309	22,372
	390.00	301,817	254,403	206,901	159,280	111,517	63,566	15,374
	400.00	290,345	243,679	196,919	150,040	103,028	55,823	8,363
	410.00	278,863	232,943	186,927	140,801	94,527	48,065	1,351
	420.00	267,373	222,201	176,936	131,561	86,026	40,307	(5,661)
	430.00	255,883	211,459	166,944	122,307	77,525	32,548	(12,682)
	440.00	244,393	200,717	156,946	113,051	69,015	24,783	(19,709)
	450.00	232,897	189,965	146,936	103,794	60,498	17,009	(26,736)
	460.00	221,388	179,205	136,927	94,535	51,981	9,235	(33,770)
	470.00	209,879	168,445	126,918	85,262	43,463	1,459	(40,812)
	480.00	198,370	157,684	116,898	75,988	34,929	(6,332)	(47,854)
	490.00	186,855	146,912	106,870	66,714	26,394	(14,122)	(54,903)
	500.00	175,326	136,133	96,843	57,430	17,860	(21,913)	(61,961)

**TABLE 2**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	517,063	25%	30%	35%	40%	45%	50%	55%
Site Specific S106 12,227	-	746,995	670,422	593,785	517,063	440,233	363,242	286,069
	5,000	676,386	599,744	523,019	446,191	369,211	292,061	214,657
	10,000	605,702	528,976	452,149	375,179	298,047	220,680	142,992
	15,000	534,932	458,106	381,148	304,026	226,688	149,065	71,025
	20,000	464,064	387,116	310,004	232,696	155,116	77,163	(1,329)
	25,000	393,085	315,983	238,705	161,167	83,283	4,920	(74,158)
	30,000	321,962	244,706	167,206	89,389	11,133	(67,757)	(147,612)
	35,000	250,698	173,234	95,478	17,316	(61,409)	(140,989)	(221,892)
	40,000	179,262	101,555	23,483	(55,108)	(134,448)	(214,928)	(297,287)
	45,000	107,629	29,621	(48,847)	(127,979)	(208,107)	(289,813)	(374,255)
	50,000	35,751	(42,615)	(121,571)	(201,408)	(282,587)	(366,002)	(453,561)
	55,000	(36,402)	(115,216)	(194,800)	(275,544)	(358,153)	(444,037)	(536,531)
	60,000	(108,902)	(188,267)	(268,648)	(350,614)	(435,225)	(524,838)	(625,786)
	65,000	(181,800)	(261,880)	(343,312)	(426,936)	(514,465)	(610,065)	(725,733)
	70,000	(255,205)	(336,198)	(419,033)	(505,003)	(596,993)	(703,071)	(830,297)

**TABLE 3**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	517,063	25%	30%	35%	40%	45%	50%	55%
Profit 20.0%	15.0%	978,657	886,641	794,559	702,392	610,119	517,684	425,066
	16.0%	932,324	843,397	754,404	665,326	576,142	486,796	397,267
	17.0%	885,992	800,153	714,250	628,260	542,165	455,907	369,467
	18.0%	839,660	756,910	674,095	591,195	508,187	425,019	341,668
	19.0%	793,327	713,666	633,940	554,129	474,210	394,131	313,868
	20.0%	746,995	670,422	593,785	517,063	440,233	363,242	286,069

**TABLE 4**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	517,063	25%	30%	35%	40%	45%	50%	55%
BLV (£ per acre) 200,000	600,000	346,995	270,422	193,785	117,063	40,233	(36,758)	(113,931)
	620,000	326,995	250,422	173,785	97,063	20,233	(56,758)	(133,931)
	640,000	306,995	230,422	153,785	77,063	233	(76,758)	(153,931)
	660,000	286,995	210,422	133,785	57,063	(19,767)	(96,758)	(173,931)
	680,000	266,995	190,422	113,785	37,063	(39,767)	(116,758)	(193,931)
	700,000	246,995	170,422	93,785	17,063	(59,767)	(136,758)	(213,931)
	720,000	226,995	150,422	73,785	(2,937)	(79,767)	(156,758)	(233,931)
	740,000	206,995	130,422	53,785	(22,937)	(99,767)	(176,758)	(253,931)
	760,000	186,995	110,422	33,785	(42,937)	(119,767)	(196,758)	(273,931)
	780,000	166,995	90,422	13,785	(62,937)	(139,767)	(216,758)	(293,931)
	800,000	146,995	70,422	(6,215)	(82,937)	(159,767)	(236,758)	(313,931)
	820,000	126,995	50,422	(26,215)	(102,937)	(179,767)	(256,758)	(333,931)
	840,000	106,995	30,422	(46,215)	(122,937)	(199,767)	(276,758)	(353,931)
	860,000	86,995	10,422	(66,215)	(142,937)	(219,767)	(296,758)	(373,931)
	880,000	66,995	(9,578)	(86,215)	(162,937)	(239,767)	(316,758)	(393,931)
	900,000	46,995	(29,578)	(106,215)	(182,937)	(259,767)	(336,758)	(413,931)



Scheme Ref:

New settlement A

No Units:

5120

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

TABLE 5		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	517,063	25%	30%	35%	40%	45%	50%	55%
Density (dph) 40.0	35	628,620	561,620	494,562	427,430	360,204	292,837	225,310
	40	746,995	670,422	593,785	517,063	440,233	363,242	286,069
	45	865,369	779,225	693,008	606,695	520,262	433,648	346,827
	50	983,743	888,028	792,232	696,328	600,291	504,053	407,586
	55	1,102,118	996,831	891,455	785,961	680,321	574,458	468,345
	60	1,220,492	1,105,634	990,678	875,594	760,350	644,864	529,103
	65	1,338,866	1,214,436	1,089,901	965,227	840,379	715,269	589,862
	70	1,457,241	1,323,239	1,189,124	1,054,860	920,408	785,674	650,620
	75	1,575,615	1,432,042	1,288,347	1,144,492	1,000,437	856,079	711,379
	80	1,693,989	1,540,845	1,387,570	1,234,125	1,080,466	926,485	772,137
	85	1,812,364	1,649,648	1,486,794	1,323,758	1,160,495	996,890	832,896

TABLE 6		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	517,063	25%	30%	35%	40%	45%	50%	55%
Build Cost 100% (105% = 5% increase)	98%	795,863	718,786	641,642	564,417	487,093	409,638	332,028
	100%	746,995	670,422	593,785	517,063	440,233	363,242	286,069
	102%	698,065	622,014	545,884	469,653	393,301	316,765	240,013
	104%	649,104	573,565	497,931	422,182	346,295	270,200	193,852
	106%	600,104	525,065	449,919	374,640	299,202	223,533	147,551
	108%	551,036	476,495	401,839	327,021	252,015	176,744	101,116
	110%	501,919	427,866	353,685	279,316	204,727	129,839	54,515
	112%	452,745	379,170	305,448	231,518	157,331	82,775	7,722
	114%	403,508	330,399	257,120	183,611	109,789	35,550	(39,293)
	116%	354,197	281,545	208,694	135,579	62,112	(11,865)	(86,568)
	118%	304,807	232,600	160,162	87,424	14,257	(59,504)	(134,141)
	120%	255,329	183,556	111,512	39,103	(33,791)	(107,397)	(182,078)

TABLE 7		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	517,063	25%	30%	35%	40%	45%	50%	55%
Market Values 100% (105% = 5% increase)	80%	30,122	136	(29,974)	(60,240)	(90,710)	(121,434)	(152,498)
	82%	102,839	68,216	33,464	(1,426)	(36,503)	(71,820)	(107,453)
	84%	175,196	135,920	96,537	57,010	17,314	(22,602)	(62,819)
	86%	247,266	203,337	159,310	115,143	70,822	26,290	(18,512)
	88%	319,107	270,523	221,836	173,031	124,077	74,926	25,515
	90%	390,744	337,499	284,164	230,722	177,123	123,345	69,322
	92%	462,233	404,328	346,333	288,231	230,003	171,587	112,947
	94%	533,579	471,008	408,360	345,609	282,723	219,677	156,406
	96%	604,808	537,573	470,263	402,860	335,327	267,641	199,740
	98%	675,942	604,040	532,067	460,005	387,827	315,488	242,951
	100%	746,995	670,422	593,785	517,063	440,233	363,242	286,069
	102%	817,962	736,734	655,429	574,044	492,555	410,915	329,101
	104%	888,865	802,970	717,010	630,961	544,805	458,515	372,055
	106%	959,719	869,146	778,515	687,805	596,992	506,052	414,942
	108%	1,030,526	935,280	839,975	744,598	649,126	553,535	457,770
	110%	1,101,272	1,001,367	901,401	801,353	701,219	600,966	500,546
	112%	1,172,002	1,067,405	962,767	858,061	753,262	648,344	543,280
	114%	1,242,667	1,133,423	1,024,107	914,726	805,262	695,689	585,969
	116%	1,313,331	1,199,387	1,085,410	971,371	857,244	743,001	628,613
	118%	1,383,933	1,265,342	1,146,685	1,027,965	909,169	790,268	671,234
	120%	1,454,534	1,331,252	1,207,928	1,084,552	961,089	837,525	713,815

TABLE 8		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	517,063	25%	30%	35%	40%	45%	50%	55%
Grant (£ per unit) -	5,000	764,643	691,627	618,556	545,411	472,171	398,816	325,302
	10,000	782,292	712,832	643,325	573,746	504,096	434,353	364,476
	15,000	799,941	734,032	668,064	602,056	535,988	469,841	403,597
	20,000	817,589	755,211	692,804	630,365	567,861	505,303	442,671
	25,000	835,234	776,389	717,540	658,638	599,710	540,738	481,705
	30,000	852,861	797,568	742,249	686,911	631,541	576,132	520,684
	35,000	870,489	818,741	766,957	715,167	663,349	611,513	559,631
	40,000	888,117	839,894	791,665	743,405	695,146	646,854	598,552
	45,000	905,744	861,047	816,350	771,643	726,913	682,184	637,428
	50,000	923,372	882,200	841,028	799,857	758,681	717,481	676,281
	55,000	940,982	903,353	865,707	828,061	790,415	752,768	715,108

## NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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Scheme Ref: **New settlement A**  
 No Units: **5120** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes:

[ KPI's for Report Summary Table ]

[ note that this table is combined with other similar Scheme Typologies as a Summary table ]

[ please check that it captures the required KPI's that you would like carried forward to the Summary Table ]

Scheme Ref:	New settlement A
No Units:	5120
Location / Value Zone:	Lower
Development Scenario:	Greenfield
Notes:	0
Total GDV (£)	1,753,945,600
Policy Assumptions	

AH Target % (& mix): 40%

Affordable Rent:	50%
Social Rent:	10%
First Homes:	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%
CIL (£ psm)	-
CIL (£ per unit)	-
CIL Total (£)	-
Site Specific S106 (£ per unit)	12,227
Site Specific S106 Total (£)	62,604,612
Sub-total CIL+S106 (£ per unit)	12,227
Site Infrastructure (£ per unit)	30,000
Site Infrastructure Total (£)	153,600,000

Sub-total CIL+S106+Infrastructure (£ per unit) 42,227

Profit KPI's	
Developers Profit (% on OMS)	20.0%
Developers Profit (% on AH)	6.0%
Developers Profit (% blended)	16.88%
Developers Profit (% on costs)	24.79%
Developers Profit Total (£)	296,084,736
Land Value KPI's	

RLV (£/acre) 717,063

RLV (£/ha)	1,771,862
RLV (% of GDV)	12.93%
RLV Total (£)	226,798,294

BLV (£/acre) 200,000

BLV (£/ha)	494,200
BLV Total (£)	63,257,600
Surplus/Deficit (£/acre) [RLV-BLV]	517,063
Surplus/Deficit (£/ha)	1,277,662
Surplus/Deficit Total (£)	163,540,694
Surplus/Deficit (per unit)	31,942
Plan Viability comments	Viable

Viable	if RLV > BLV
Marginal	if RLV < BLV, but RLV is positive
Not Viable	if RLV < BLV, and RLV is negative

Scheme Ref: **New settlement B**  
 No Units: **2560** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				5,120 Units					
AH Policy requirement (% Target)				40%					
AH tenure split %				Affordable Rent:		50.0%		60.0% % Rented	
				Social Rent:		10.0%			
				First Homes:		25.0%			
				Other Intermediate (LCHO/Sub-Market etc.):		15.0%			
Open Market Sale (OMS) housing				60%		16.0% % of total (>10% for NPPF para 64.)			
				100%					
CIL Rate (£ psm)				0.00 £ psm					
Unit mix -		Mkt Units mix%	MV # units	AH mix%		AH # units		Overall mix%	Total # units
1 bed House		0.0%	0.0	0.0%		0.0		0%	0.0
2 bed House		10.0%	307.2	18.8%		384.0		14%	691.2
3 bed House		45.0%	1,382.4	25.0%		512.0		37%	1,894.4
4 bed House		30.0%	921.6	7.5%		153.6		21%	1,075.2
5 bed House		0.0%	0.0	0.0%		0.0		0%	0.0
1 bed Flat		5.0%	153.6	30.0%		614.4		15%	768.0
2 bed Flat		10.0%	307.2	18.8%		384.0		14%	691.2
Total number of units		100.0%	3,072.0	100.0%		2,048.0		100%	5,120.0
OMS Unit Floor areas -			Net area per unit (sqm)	(sqft)	Net to Gross %			Gross (GIA) per unit (sqm) (sqft)	
1 bed House			0.0	0				0.0	0
2 bed House			75.0	807				75.0	807
3 bed House			97.0	1,044				97.0	1,044
4 bed House			150.0	1,615				150.0	1,615
5 bed House			0.0	0				0.0	0
1 bed Flat			50.0	538	85.0%			58.8	633
2 bed Flat			61.0	657	85.0%			71.8	772
AH Unit Floor areas -			Net area per unit (sqm)	(sqft)	Net to Gross %			Gross (GIA) per unit (sqm) (sqft)	
1 bed House			0.0	0				0.0	0
2 bed House			75.0	807				75.0	807
3 bed House			97.0	1,044				97.0	1,044
4 bed House			124.0	1,335				124.0	1,335
5 bed House			0.0	0				0.0	0
1 bed Flat			50.0	538	85.0%			58.8	633
2 bed Flat			61.0	657	85.0%			71.8	772
Total Gross Floor areas -			Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)		(sqft)	Total GIA (all units) (sqm) (sqft)	
1 bed House			0	0	0		0	0	0
2 bed House			23,040	248,000	28,800		310,001	51,840	558,001
3 bed House			134,093	1,443,363	49,664		534,579	183,757	1,977,942
4 bed House			138,240	1,488,003	19,046		205,014	157,286	1,693,017
5 bed House			0	0	0		0	0	0
1 bed Flat			9,035	97,255	36,141		389,020	45,176	486,275
2 bed Flat			22,046	237,302	27,558		296,628	49,604	533,930
			326,454	3,513,924	161,209		1,735,242	487,663	5,249,165
AH % by floor area:				33.06% AH % by floor area due to mix					
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf	total MV £ (no AH)				
1 bed House		0	#DIV/0!	#DIV/0!	0				
2 bed House		350,000	4,667	434	241,920,000				
3 bed House		425,000	4,381	407	805,120,000				
4 bed House		550,000	3,667	341	591,360,000				
5 bed House		700,000	#DIV/0!	#DIV/0!	0				
1 bed Flat		250,000	5,000	465	192,000,000				
2 bed Flat		300,000	4,918	457	207,360,000				
					2,037,760,000				
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £	% of MV	Intermediate £	% of MV
1 bed House		0	50%	0	40%	0	70%	0	70%
2 bed House		175,000	50%	140,000	40%	245,000	70%	245,000	70%
3 bed House		212,500	50%	170,000	40%	250,000	70%	297,500	70%
4 bed House		275,000	50%	220,000	40%	250,000	70%	385,000	70%
5 bed House		350,000	50%	280,000	40%	250,000	70%	490,000	70%
1 bed Flat		125,000	50%	100,000	40%	175,000	70%	175,000	70%
2 bed Flat		150,000	50%	120,000	40%	210,000	70%	210,000	70%

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Scheme Ref: **New settlement B**  
 No Units: **2560** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	307.2	@	350,000	107,520,000
3 bed House	1,382.4	@	425,000	587,520,000
4 bed House	921.6	@	550,000	506,880,000
5 bed House	0.0	@	700,000	-
1 bed Flat	153.6	@	250,000	38,400,000
2 bed Flat	307.2	@	300,000	92,160,000
	3,072.0			1,332,480,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	192.0	@	175,000	33,600,000
3 bed House	256.0	@	212,500	54,400,000
4 bed House	76.8	@	275,000	21,120,000
5 bed House	0.0	@	350,000	-
1 bed Flat	307.2	@	125,000	38,400,000
2 bed Flat	192.0	@	150,000	28,800,000
	1,024.0			176,320,000
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	38.4	@	140,000	5,376,000
3 bed House	51.2	@	170,000	8,704,000
4 bed House	15.4	@	220,000	3,379,200
5 bed House	0.0	@	280,000	-
1 bed Flat	61.4	@	100,000	6,144,000
2 bed Flat	38.4	@	120,000	4,608,000
	204.8			28,211,200
<b>First Homes GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	96.0	@	245,000	23,520,000
3 bed House	128.0	@	250,000	32,000,000
4 bed House	38.4	@	250,000	9,600,000
5 bed House	0.0	@	250,000	-
1 bed Flat	153.6	@	175,000	26,880,000
2 bed Flat	96.0	@	210,000	20,160,000
	512.0			112,160,000
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	57.6	@	245,000	14,112,000
3 bed House	76.8	@	297,500	22,848,000
4 bed House	23.0	@	385,000	8,870,400
5 bed House	0.0	@	490,000	-
1 bed Flat	92.2	@	175,000	16,128,000
2 bed Flat	57.6	@	210,000	12,096,000
	307.2	2,048.0		74,054,400
<b>Sub-total GDV Residential</b>	<b>5,120</b>			<b>1,723,225,600</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less EGDV (inc. AH)</b>	<b>314,534,400</b>
		<b>645 £ psm (total GIA sqm)</b>	<b>61,433 £ per unit (total units)</b>	
<b>Grant</b>	2,048	AH units @	0 per unit	-
<b>Total GDV</b>				<b>1,723,225,600</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Statutory Planning Fees (Residential)				(722,519)
Planning Application Professional Fees, Surveys and reports				(2,170,000)
CIL	326,454 sqm (Market only)	0.00 £ psm		-
<b>CIL analysis:</b>	<b>0.00% % of GDV</b>	<b>0 £ per unit (total units)</b>		
Site Specific S106 Contributions	Net zero carbon housing	12,880 per dwelling		(47,151,104)
	Net zero carbon flats	5% build cost		(6,544,575)
	Green belt loss mitigation	1,000 per dwelling		(5,120,000)
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	5,120 units @	0 per unit	-
<b>S106 analysis:</b>	<b>459,497 £ per ha</b>	<b>3.41% % of GDV</b>	<b>11,487 £ per unit (total units)</b>	<b>(58,815,679)</b>
AH Commuted Sum	487,663 sqm (total)	0 £ psm		-
<b>Comm. Sum analysis:</b>	<b>0.00% % of GDV</b>			

Scheme Ref: **New settlement B**  
No Units: **2560** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
Notes:

cont./

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Scheme Ref: **New settlement B**  
 No Units: **2560** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes:

<b>Construction Costs -</b>			
Site Clearance, Demolition & Remediation	128.00	ha @	0 £ per ha (if brownfield)
Net Biodiversity Gain @ 20%	5,120	units @	1,211 £ per unit (6,202,470)
<b>Site Infrastructure costs -</b>			
Year 1	0		-
Year 2	0		-
Year 3	0		-
Year 4	0		-
Year 5	0		-
Year 6	0		-
Year 7	0		-
Year 8	0		-
Year 9	0		-
Year 10	0		-
Year 11	0		-
Year 12	0		-
Year 13	0		-
Year 14	0		-
Year 15	0		-
total	5,120	units @	30,000 per unit (153,600,000)
<b>Infra. Costs analysis:</b> 1,200,000 £ per ha 8.91% % of GDV 30,000 £ per unit (total ui) (153,600,000)			
1 bed House	-	sqm @	1,234 psm
2 bed House	51,840	sqm @	1,234 psm (63,970,560)
3 bed House	183,757	sqm @	1,234 psm (226,755,891)
4 bed House	157,286	sqm @	1,234 psm (194,091,418)
5 bed House	-	sqm @	1,234 psm
1 bed Flat	45,176	sqm @	1,381 psm (62,388,706)
2 bed Flat	487,663	49,604	sqm @ 1,381 psm (68,502,799)
<b>External works</b> 615,709,374 @ 20.0% (123,141,875)			
<b>Ext. Works analysis:</b> 24,051 £ per unit			
M4(2) Category 2 Housing	Aff units	2,048 units @	100% @ 586 £ per unit (1,200,128)
M4(3) Category 3 Housing	Aff units	2,048 units @	5% @ 11,386 £ per unit (1,165,926)
M4(2) Category 2 Housing	Mrkt units	3,072 units @	100% @ 586 £ per unit (1,800,192)
M4(3) Category 3 Housing	Mrkt units	3,072 units @	5% @ 11,386 £ per unit (1,748,890)
Carbon/Energy Reduction/FHS		5,120 units @	0 £ per unit
EV Charging Points - Houses		3,661 units @	1,000 £ per unit (3,660,800)
EV Charging Points - Flats		365 units @	625 £ per unit (228,000)
Water Efficiency		5,120 units @	3,106 £ per unit (15,902,720)
Contingency (on construction)		924,360,375 @	5.0% (46,218,019)
<b>Professional Fees</b>		924,360,375 @	10.0% (92,436,037)
<b>Disposal Costs -</b>			
OMS Marketing and Promotion		1,332,480,000 OMS @	3.00% 7,808 £ per unit (39,974,400)
Residential Sales Agent Costs		1,332,480,000 OMS @	1.00% 2,603 £ per unit (13,324,800)
Residential Sales Legal Costs		1,332,480,000 OMS @	0.25% 651 £ per unit (3,331,200)
Affordable Sale Legal Costs			lump sum (10,000)
<b>Disposal Cost analysis:</b> 11,063 £ per unit			
<b>Interest (on Development Costs) -</b> 7.50% APR 0.604% pcm (7,505,279)			
<b>Developers Profit -</b>			
Profit on OMS		1,332,480,000	20.00% (266,496,000)
Margin on AH		390,745,600	6.00% on AH values (23,444,736)
<b>Profit analysis:</b> 1,723,225,600 16.83% blended GDV (289,940,736)			
1,188,868,309 24.39% on costs (289,940,736)			
<b>TOTAL COSTS</b> (1,476,809,045)			

<b>RESIDUAL LAND VALUE (RLV)</b>			
Residual Land Value (gross)			244,416,555
SDLT	244,416,555	@	HMRC formula (12,210,328)
Acquisition Agent fees	244,416,555	@	1.0% (2,444,166)
Acquisition Legal fees	244,416,555	@	0.5% (1,222,083)
Interest on Land	244,416,555	@	7.50% (18,331,242)
Residual Land Value			210,208,737
<b>RLV analysis:</b> 41,056 £ per plot 1,642,256 £ per ha 664,612 £ per acre 12.20% % RLV / GDV			

<b>BENCHMARK LAND VALUE (BLV)</b>			
Residential Density (Net)	40.0	dph	
Site Area (Net)	128.00	ha	316.29 acres
Benchmark Land Value (Net)	12,355	£ per plot	494,200 £ per ha 200,000 £ per acre 63,257,600
<b>BLV analysis:</b> Density 3.810 sqm/ha 16,596 sqft/ac			

<b>BALANCE</b>			
Surplus/(Deficit)	1,148,056	£ per ha	464,612 £ per acre 146,951,137

Scheme Ref: **New settlement B**  
No Units: **2560** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
Notes:

Scheme Ref:

New settlement B

No Units:

2560

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

**SENSITIVITY ANALYSIS**

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)		25%	30%	35%	40%	45%	50%	55%
CIL Epsm 0.00	464,612							
	250.00	399,520	345,787	291,964	238,034	183,971	129,727	75,241
	260.00	388,203	335,209	282,127	228,939	175,606	122,097	68,346
	270.00	376,887	324,632	272,289	219,842	167,240	114,465	61,450
	280.00	365,570	314,054	262,452	210,731	158,875	106,833	54,555
	290.00	354,254	303,476	252,605	201,621	150,506	99,200	47,649
	300.00	342,922	292,883	242,752	192,511	142,126	91,558	40,740
	310.00	331,589	282,289	232,898	183,400	133,746	83,911	33,831
	320.00	320,255	271,695	223,045	174,279	125,366	76,265	26,921
	330.00	308,922	261,101	213,189	165,153	116,983	68,618	19,997
	340.00	297,586	250,501	203,320	156,027	108,588	60,959	13,074
	350.00	286,235	239,890	193,451	146,901	100,192	53,297	6,151
	360.00	274,884	229,279	183,581	137,765	91,797	45,636	(781)
	370.00	263,533	218,668	173,712	128,623	83,397	37,971	(7,718)
	380.00	252,183	208,056	163,826	119,481	74,985	30,294	(14,656)
	390.00	240,818	197,427	153,939	110,339	66,574	22,617	(21,598)
	400.00	229,449	186,798	144,053	101,184	58,163	14,941	(28,551)
	410.00	218,080	176,170	134,166	92,025	49,741	7,252	(35,503)
	420.00	206,711	165,540	124,262	82,867	41,313	(441)	(42,458)
	430.00	195,330	154,894	114,358	73,706	32,886	(8,133)	(49,426)
	440.00	183,942	144,247	104,454	64,530	24,454	(15,834)	(56,394)
	450.00	172,554	133,600	94,544	55,354	16,010	(23,542)	(63,363)
	460.00	161,167	122,948	84,622	46,178	7,566	(31,251)	(70,348)
	470.00	149,764	112,282	74,700	36,991	(879)	(38,966)	(77,332)
	480.00	138,357	101,616	64,778	27,797	(9,340)	(46,691)	(84,319)
	490.00	126,949	90,951	54,840	18,603	(17,802)	(54,417)	(91,319)
	500.00	115,539	80,271	44,899	9,402	(26,263)	(62,149)	(98,320)

**TABLE 2**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)		25%	30%	35%	40%	45%	50%	55%
Site Specific S106 11,487	464,612							
	20,000	398,457	325,834	253,053	180,052	106,750	33,052	(41,226)
	22,000	370,060	297,387	224,524	151,427	78,007	4,137	(70,385)
	24,000	341,645	268,903	195,964	122,765	49,212	(24,845)	(99,634)
	26,000	313,206	240,397	167,377	94,063	20,362	(53,899)	(128,997)
	28,000	284,743	211,868	138,751	65,317	(8,549)	(83,037)	(158,476)
	30,000	256,260	183,297	110,082	36,522	(37,525)	(112,272)	(188,092)
	32,000	227,741	154,701	81,376	7,673	(66,573)	(141,601)	(217,864)
	34,000	199,207	126,076	52,627	(21,235)	(95,695)	(171,051)	(247,814)
	36,000	170,630	97,400	23,831	(50,206)	(124,910)	(200,625)	(277,963)
	38,000	142,026	68,689	(5,016)	(79,246)	(154,220)	(230,341)	(308,344)
	40,000	113,394	39,937	(33,921)	(108,359)	(183,635)	(260,220)	(338,992)
	42,000	84,718	11,141	(62,886)	(137,551)	(213,168)	(290,280)	(369,955)
	44,000	56,002	(17,706)	(91,919)	(166,843)	(242,837)	(320,548)	(401,284)
	46,000	27,248	(46,607)	(121,023)	(196,229)	(272,654)	(351,062)	(433,057)
	48,000	(1,550)	(75,567)	(150,203)	(225,730)	(302,638)	(381,852)	(465,365)

**TABLE 3**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)		25%	30%	35%	40%	45%	50%	55%
Profit 20.0%	464,612							
	15.0%	907,917	820,614	733,234	645,765	558,168	470,431	382,484
	16.0%	862,629	778,345	693,984	609,535	524,956	440,238	355,311
	17.0%	817,341	736,076	654,734	573,304	491,745	410,046	328,138
	18.0%	772,052	693,807	615,484	537,073	458,533	379,854	300,965
	19.0%	726,764	651,538	576,234	500,842	425,322	349,662	273,792
	20.0%	681,475	609,269	536,984	464,612	392,111	319,469	246,619

**TABLE 4**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)		25%	30%	35%	40%	45%	50%	55%
BLV (£ per acre) 200,000	464,612							
	600,000	281,475	209,269	136,984	64,612	(7,889)	(80,531)	(153,381)
	620,000	261,475	189,269	116,984	44,612	(27,889)	(100,531)	(173,381)
	640,000	241,475	169,269	96,984	24,612	(47,889)	(120,531)	(193,381)
	660,000	221,475	149,269	76,984	4,612	(67,889)	(140,531)	(213,381)
	680,000	201,475	129,269	56,984	(15,388)	(87,889)	(160,531)	(233,381)
	700,000	181,475	109,269	36,984	(35,388)	(107,889)	(180,531)	(253,381)
	720,000	161,475	89,269	16,984	(55,388)	(127,889)	(200,531)	(273,381)
	740,000	141,475	69,269	(3,016)	(75,388)	(147,889)	(220,531)	(293,381)
	760,000	121,475	49,269	(23,016)	(95,388)	(167,889)	(240,531)	(313,381)
	780,000	101,475	29,269	(43,016)	(115,388)	(187,889)	(260,531)	(333,381)
	800,000	81,475	9,269	(63,016)	(135,388)	(207,889)	(280,531)	(353,381)
	820,000	61,475	(10,731)	(83,016)	(155,388)	(227,889)	(300,531)	(373,381)
	840,000	41,475	(30,731)	(103,016)	(175,388)	(247,889)	(320,531)	(393,381)
	860,000	21,475	(50,731)	(123,016)	(195,388)	(267,889)	(340,531)	(413,381)
	880,000	1,475	(70,731)	(143,016)	(215,388)	(287,889)	(360,531)	(433,381)
	900,000	(18,525)	(90,731)	(163,016)	(235,388)	(307,889)	(380,531)	(453,381)



Scheme Ref:

New settlement B

No Units:

2560

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

TABLE 5		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	464,612	25%	30%	35%	40%	45%	50%	55%
Density (dph) 40.0	35	571,291	508,110	444,861	381,535	318,097	254,536	190,791
	40	681,475	609,269	536,984	464,612	392,111	319,469	246,619
	45	791,660	710,427	629,108	547,688	466,124	384,403	302,446
	50	901,844	811,586	721,231	630,765	540,138	449,337	358,273
	55	1,012,029	912,744	813,354	713,841	614,152	514,270	414,101
	60	1,122,213	1,013,903	905,477	796,918	688,166	579,204	469,928
	65	1,232,398	1,115,062	997,600	879,994	762,180	644,138	525,755
	70	1,342,582	1,216,220	1,089,723	963,071	836,193	709,072	581,583
	75	1,452,767	1,317,379	1,181,846	1,046,147	910,207	774,005	637,410
	80	1,562,951	1,418,537	1,273,969	1,129,224	984,221	838,939	693,237
	85	1,673,135	1,519,696	1,366,092	1,212,300	1,058,235	903,873	749,065

TABLE 6		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	464,612	25%	30%	35%	40%	45%	50%	55%
Build Cost 100% (105% = 5% increase)	98%	730,541	657,808	585,010	512,125	439,135	366,019	292,724
	100%	681,475	609,269	536,984	464,612	392,111	319,469	246,619
	102%	632,354	560,667	488,899	417,029	345,011	272,828	200,401
	104%	583,186	512,018	440,755	369,376	297,828	228,082	154,058
	106%	533,972	463,314	392,546	321,648	250,554	179,230	107,575
	108%	484,706	414,546	344,263	273,829	203,182	132,248	60,934
	110%	435,372	365,708	295,899	225,912	155,680	85,125	14,105
	112%	385,968	316,790	247,446	177,890	108,057	37,829	(32,945)
	114%	336,492	267,786	198,897	129,757	60,277	(9,654)	(80,247)
	116%	286,938	218,687	150,224	81,471	12,331	(57,356)	(127,849)
	118%	237,295	169,485	101,430	33,041	(35,812)	(105,318)	(175,809)
	120%	187,551	120,172	52,496	(15,566)	(84,184)	(153,584)	(224,200)

TABLE 7		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	464,612	25%	30%	35%	40%	45%	50%	55%
Market Values 100% (105% = 5% increase)	80%	(19,767)	(46,508)	(73,383)	(100,426)	(127,681)	(155,214)	(183,109)
	82%	51,447	20,183	(11,213)	(42,760)	(74,507)	(106,502)	(138,843)
	84%	122,281	86,474	50,560	14,492	(21,754)	(58,234)	(95,033)
	86%	192,804	152,457	112,006	71,420	30,664	(10,318)	(51,589)
	88%	263,074	218,187	173,201	128,085	82,812	37,325	(8,437)
	90%	333,149	283,716	234,188	184,532	134,734	84,736	34,475
	92%	403,052	349,067	294,992	240,809	186,471	131,954	77,191
	94%	472,822	414,286	355,659	296,925	238,066	179,018	119,745
	96%	542,474	479,379	416,206	352,923	289,515	225,941	162,145
	98%	612,020	544,366	476,639	408,815	340,860	272,758	204,438
	100%	681,475	609,269	536,984	464,612	392,111	319,469	246,619
	102%	750,854	674,092	597,255	520,325	443,278	366,094	288,710
	104%	820,168	738,843	657,449	575,966	494,371	412,645	330,725
	106%	889,433	803,538	717,582	631,545	545,402	459,133	372,671
	108%	958,644	868,191	777,669	687,073	596,380	505,559	414,557
	110%	1,027,800	932,788	837,718	742,562	647,313	551,929	456,392
	112%	1,096,939	997,344	897,703	797,992	698,185	598,257	498,176
	114%	1,166,011	1,061,874	957,669	853,391	749,027	644,553	539,911
	116%	1,235,082	1,126,355	1,017,590	908,760	799,838	690,798	581,614
	118%	1,304,093	1,190,823	1,077,490	964,087	850,605	737,016	623,286
	120%	1,373,103	1,255,250	1,137,353	1,019,399	901,360	783,208	664,914

TABLE 8		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	464,612	25%	30%	35%	40%	45%	50%	55%
Grant (£ per unit) -	5,000	699,134	630,474	561,756	492,962	424,072	355,061	285,881
	10,000	716,783	651,678	586,527	521,310	456,009	390,605	325,080
	15,000	734,431	672,883	611,279	549,624	487,909	426,115	364,224
	20,000	752,080	694,069	636,018	577,934	519,799	461,595	403,315
	25,000	769,729	715,247	660,757	606,221	551,648	497,031	442,352
	30,000	787,359	736,426	685,474	634,494	583,492	532,439	481,347
	35,000	804,987	757,604	710,182	662,760	615,299	567,827	520,308
	40,000	822,615	778,759	734,890	690,998	647,106	603,173	559,234
	45,000	840,242	799,912	759,581	719,236	678,873	638,511	598,115
	50,000	857,870	821,065	784,260	747,455	710,641	673,808	636,975
	55,000	875,483	842,218	808,939	775,659	742,380	709,100	675,802

## NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

210726 Cambridge strategic options residential appraisals\_v3

Scheme Ref: **New settlement B**  
 No Units: **2560** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes:

[ KPI's for Report Summary Table ]

[ note that this table is combined with other similar Scheme Typologies as a Summary table ]

[ please check that it captures the required KPI's that you would like carried forward to the Summary Table ]

Scheme Ref:	New settlement B
No Units:	2560
Location / Value Zone:	Lower
Development Scenario:	Greenfield
Notes:	0
Total GDV (£)	1,723,225,600
<b>Policy Assumptions</b>	
AH Target % (& mix):	40%
Affordable Rent:	50%
Social Rent:	10%
First Homes:	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%
CIL (£ psm)	-
CIL (£ per unit)	-
CIL Total (£)	-
Site Specific S106 (£ per unit)	11,487
Site Specific S106 Total (£)	58,815,679
Sub-total CIL+S106 (£ per unit)	11,487
Site Infrastructure (£ per unit)	30,000
Site Infrastructure Total (£)	153,600,000
Sub-total CIL+S106+Infrastructure (£ per unit)	41,487
<b>Profit KPI's</b>	
Developers Profit (% on OMS)	20.0%
Developers Profit (% on AH)	6.0%
Developers Profit (% blended)	16.83%
Developers Profit (% on costs)	24.39%
Developers Profit Total (£)	289,940,736
<b>Land Value KPI's</b>	
RLV (£/acre)	664,612
RLV (£/ha)	1,642,256
RLV (% of GDV)	12.20%
RLV Total (£)	210,208,737
BLV (£/acre)	200,000
BLV (£/ha)	494,200
BLV Total (£)	63,257,600
Surplus/Deficit (£/acre) [RLV-BLV]	464,612
Surplus/Deficit (£/ha)	1,148,056
Surplus/Deficit Total (£)	146,951,137
Surplus/Deficit (per unit)	28,701
<b>Plan Viability comments</b>	<b>Viable</b>

Viable	if RLV > BLV
Marginal	if RLV < BLV, but RLV is positive
Not Viable	if RLV < BLV, and RLV is negative

210726 Cambridge strategic options residential appraisals\_v3

Scheme Ref: **Dispersal villages A**  
 No Units: **50** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			50 Units						
AH Policy requirement (% Target)			40%						
AH tenure split %			Affordable Rent:		50.0%		60.0% % Rented		
			Social Rent:		10.0%				
			First Homes:		25.0%				
			Other Intermediate (LCHO/Sub-Market etc.):		15.0%				
Open Market Sale (OMS) housing			60%		100%		100.0%		
CIL Rate (£ psm)			0.00 £ psm						
Unit mix -			Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units	
1 bed House			0.0%	0.0	0.0%	0.0	0%	0.0	
2 bed House			20.0%	6.0	18.8%	3.8	20%	9.8	
3 bed House			45.0%	13.5	25.0%	5.0	37%	18.5	
4 bed House			30.0%	9.0	7.5%	1.5	21%	10.5	
5 bed House			0.0%	0.0	0.0%	0.0	0%	0.0	
1 bed Flat			5.0%	1.5	30.0%	6.0	15%	7.5	
2 bed Flat			0.0%	0.0	18.8%	3.8	8%	3.8	
Total number of units			100.0%	30.0	100.0%	20.0	100%	50.0	
OMS Unit Floor areas -			Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)		(sqft)	
1 bed House			0.0	0		0.0		0	
2 bed House			75.0	807		75.0		807	
3 bed House			97.0	1,044		97.0		1,044	
4 bed House			150.0	1,615		150.0		1,615	
5 bed House			0.0	0		0.0		0	
1 bed Flat			50.0	538	85.0%	58.8		633	
2 bed Flat			61.0	657	85.0%	71.8		772	
AH Unit Floor areas -			Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)		(sqft)	
1 bed House			0.0	0		0.0		0	
2 bed House			75.0	807		75.0		807	
3 bed House			97.0	1,044		97.0		1,044	
4 bed House			124.0	1,335		124.0		1,335	
5 bed House			0.0	0		0.0		0	
1 bed Flat			50.0	538	85.0%	58.8		633	
2 bed Flat			61.0	657	85.0%	71.8		772	
Total Gross Floor areas -			Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)		(sqft)
1 bed House			0	0	0	0	0		0
2 bed House			450	4,844	281	3,027	731		7,871
3 bed House			1,310	14,095	485	5,220	1,795		19,316
4 bed House			1,350	14,531	186	2,002	1,536		16,533
5 bed House			0	0	0	0	0		0
1 bed Flat			88	950	353	3,799	441		4,749
2 bed Flat			0	0	269	2,897	269		2,897
			3,198	34,420	1,574	16,946	4,772		51,366
AH % by floor area:			32.99% AH % by floor area due to mix						
Open Market Sales values (£) -			£ OMS (per unit)	£psm	£psf	total MV £ (no AH)			
1 bed House			0	#DIV/0!	#DIV/0!	0			
2 bed House			350,000	4,667	434	3,412,500			
3 bed House			425,000	4,381	407	7,862,500			
4 bed House			550,000	3,667	341	5,775,000			
5 bed House			700,000	#DIV/0!	#DIV/0!	0			
1 bed Flat			250,000	5,000	465	1,875,000			
2 bed Flat			300,000	4,918	457	1,125,000			
						20,050,000			
Affordable Housing values (£) -			Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £	% of MV	Intermediate £ % of MV
1 bed House			0	50%	0	40%	0	70%	0 70%
2 bed House			175,000	50%	140,000	40%	245,000	70%	245,000 70%
3 bed House			212,500	50%	170,000	40%	250,000	70%	297,500 70%
4 bed House			275,000	50%	220,000	40%	250,000	70%	385,000 70%
5 bed House			350,000	50%	280,000	40%	250,000	70%	490,000 70%
1 bed Flat			125,000	50%	100,000	40%	175,000	70%	175,000 70%
2 bed Flat			150,000	50%	120,000	40%	210,000	70%	210,000 70%

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Scheme Ref: **Dispersal villages A**  
 No Units: **50** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	6.0	@	350,000	2,100,000
3 bed House	13.5	@	425,000	5,737,500
4 bed House	9.0	@	550,000	4,950,000
5 bed House	0.0	@	700,000	-
1 bed Flat	1.5	@	250,000	375,000
2 bed Flat	0.0	@	300,000	-
	30.0			13,162,500
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	1.9	@	175,000	328,125
3 bed House	2.5	@	212,500	531,250
4 bed House	0.8	@	275,000	206,250
5 bed House	0.0	@	350,000	-
1 bed Flat	3.0	@	125,000	375,000
2 bed Flat	1.9	@	150,000	281,250
	10.0			1,721,875
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	0.4	@	140,000	52,500
3 bed House	0.5	@	170,000	85,000
4 bed House	0.2	@	220,000	33,000
5 bed House	0.0	@	280,000	-
1 bed Flat	0.6	@	100,000	60,000
2 bed Flat	0.4	@	120,000	45,000
	2.0			275,500
<b>First Homes GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	0.9	@	245,000	229,688
3 bed House	1.3	@	250,000	312,500
4 bed House	0.4	@	250,000	93,750
5 bed House	0.0	@	250,000	-
1 bed Flat	1.5	@	175,000	262,500
2 bed Flat	0.9	@	210,000	196,875
	5.0			1,095,313
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	0.6	@	245,000	137,813
3 bed House	0.8	@	297,500	223,125
4 bed House	0.2	@	385,000	86,625
5 bed House	0.0	@	490,000	-
1 bed Flat	0.9	@	175,000	157,500
2 bed Flat	0.6	@	210,000	118,125
	3.0	20.0		723,188
<b>Sub-total GDV Residential</b>				
	50			16,978,375
<b>AH on-site cost analysis:</b>		<b>£MV (no AH) less EGDV (inc. AH)</b>		<b>3,071,625</b>
	644 £ psm (total GIA sqm)		61,433 £ per unit (total units)	
<b>Grant</b>				
	20	AH units @	0 per unit	-
<b>Total GDV</b>				
				16,978,375

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Statutory Planning Fees (Residential)				(23,100)
Planning Application Professional Fees, Surveys and reports				(70,000)
CIL				-
<b>CIL analysis:</b>		3,198 sqm (Market only)	0.00 £ psm	
		0.00% % of GDV	0 £ per unit (total units)	
Site Specific S106 Contributions	Net zero carbon housing	12,880 per dwelling		(499,100)
	Net zero carbon flats	5% build cost		(49,046)
	Green belt loss mitigation	1,000 per dwelling		(50,000)
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	50 units @	0 per unit	-
<b>S106 analysis:</b>		358,887 £ per ha	3.52% % of GDV	
		4,772 sqm (total)	11,963 £ per unit (total units)	(598,146)
<b>Comm. Sum analysis:</b>		0.00% % of GDV	0 £ psm	
<b>AH Commuted Sum</b>				
				-

Scheme Ref: Dispersal villages A  
No Units: 50      Location / Value Zone: Lower      Development Scenario: Greenfield  
Notes:

cont./

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Scheme Ref: **Dispersal villages A**  
 No Units: **50** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes:

<b>Construction Costs -</b>				
Site Clearance, Demolition & Remediation	1.67	ha @	0	£ per ha (if brownfield)
Net Biodiversity Gain @ 20%	50	units @	1,211	£ per unit
				(60,571)
<b>Site Infrastructure costs -</b>				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
Year 11	0			-
Year 12	0			-
Year 13	0			-
Year 14	0			-
Year 15	0			-
total	50	units @	10,000	per unit
				(500,000)
<b>Infra. Costs analysis:</b> 300,000 £ per ha 2.94% % of GDV 10,000 £ per unit (total ui) (500,000)				
1 bed House	-	sqm @	1,234	psm
2 bed House	731	sqm @	1,234	psm
3 bed House	1,795	sqm @	1,234	psm
4 bed House	1,536	sqm @	1,234	psm
5 bed House	-	sqm @	1,234	psm
1 bed Flat	441	sqm @	1,381	psm
2 bed Flat	4,772	269	sqm @	1,381
				(371,651)
<b>External works</b> 5,993,116 @ 15.0% (898,967)				
<b>Ext. Works analysis:</b> 17,979 £ per unit				
M4(2) Category 2 Housing	Aff units	20 units @	100% @	586 £ per unit
M4(3) Category 3 Housing	Aff units	20 units @	5% @	11,386 £ per unit
M4(2) Category 2 Housing	Mrkt units	30 units @	100% @	586 £ per unit
M4(3) Category 3 Housing	Mrkt units	30 units @	5% @	11,386 £ per unit
Carbon/Energy Reduction/FHS		50 units @		0 £ per unit
EV Charging Points - Houses		39 units @		1,000 £ per unit
EV Charging Points - Flats		3 units @		625 £ per unit
Water Efficiency		50 units @		3,106 £ per unit
				(155,300)
Contingency (on construction)		7,706,227 @	5.0%	(385,311)
<b>Professional Fees</b> 7,706,227 @ 10.0% (770,623)				
<b>Disposal Costs -</b>				
OMS Marketing and Promotion		13,162,500 OMS @	3.00%	7,898 £ per unit
Residential Sales Agent Costs		13,162,500 OMS @	1.00%	2,633 £ per unit
Residential Sales Legal Costs		13,162,500 OMS @	0.25%	658 £ per unit
Affordable Sale Legal Costs				lump sum
				(10,000)
<b>Disposal Cost analysis:</b> 11,388 £ per unit				
<b>Interest (on Development Costs) -</b> 7.50% APR 0.604% pcm (116,441)				
<b>Developers Profit -</b>				
Profit on OMS		13,162,500	20.00%	(2,632,500)
Margin on AH		3,815,875	6.00% on AH values	(228,953)
<b>Profit analysis:</b> 16,978,375 16.85% blended GDV (2,861,453)				
		10,239,254	27.95% on costs	(2,861,453)
<b>TOTAL COSTS</b> (13,100,706)				

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				3,877,669
SDLT	3,877,669	@	HMRC formula	(183,383)
Acquisition Agent fees	3,877,669	@	1.0%	(38,777)
Acquisition Legal fees	3,877,669	@	0.5%	(19,388)
Interest on Land	3,877,669	@	7.50%	(290,825)
Residual Land Value				3,345,295
<b>RLV analysis:</b> 66,906 £ per plot 2,007,177 £ per ha 812,293 £ per acre 19.70% % RLV / GDV				

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density (Net)	30.0	dph		
Site Area (Net)	1.67	ha	4.12	acres
Benchmark Land Value (Net)	9,152	£ per plot	274,555	£ per ha
			111,111	£ per acre
<b>BLV analysis:</b> Density 2,863 sqm/ha 12,472 sqft/ac				
				457,592

<b>BALANCE</b>				
Surplus/(Deficit)	1,732,622	£ per ha	701,182	£ per acre
				2,887,703

Scheme Ref: Dispersal villages A  
No Units: 50 Location / Value Zone: Lower Development Scenario: Greenfield  
Notes:

Scheme Ref:

Dispersal villages A

No Units:

50

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

**SENSITIVITY ANALYSIS**

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	701,182	25%	30%	35%	40%	45%	50%	55%
CIL Epsm 0.00	250.00	655,281	613,400	571,518	529,637	487,756	445,860	403,920
	260.00	646,683	605,374	564,066	522,758	481,450	440,099	398,735
	270.00	638,084	597,349	556,614	515,879	475,126	434,338	393,551
	280.00	629,486	589,324	549,162	509,000	468,789	428,578	388,366
	290.00	620,887	581,299	541,710	502,087	462,452	422,817	383,182
	300.00	612,289	573,273	534,234	495,175	456,115	417,056	377,997
	310.00	603,690	565,228	526,745	488,262	449,779	411,296	372,812
	320.00	595,070	557,163	519,256	481,349	443,442	405,535	367,628
	330.00	586,429	549,098	511,767	474,436	437,105	399,774	362,443
	340.00	577,788	541,033	504,278	467,523	430,768	394,013	357,259
	350.00	569,147	532,968	496,789	460,611	424,432	388,253	352,074
	360.00	560,506	524,903	489,301	453,698	418,095	382,492	346,889
	370.00	551,865	516,838	481,812	446,785	411,758	376,731	341,679
	380.00	543,224	508,774	474,323	439,872	405,421	370,964	336,467
	390.00	534,583	500,709	466,834	432,959	399,085	365,173	331,255
	400.00	525,942	492,644	459,345	426,047	392,721	359,382	326,043
	410.00	517,301	484,579	451,856	419,110	386,350	353,590	320,830
	420.00	508,660	476,514	444,341	412,161	379,980	347,799	315,618
	430.00	500,016	468,414	436,813	405,211	373,609	342,008	310,406
	440.00	491,329	460,307	429,284	398,261	367,239	336,216	305,194
	450.00	482,642	452,199	421,755	391,312	360,869	330,425	299,982
	460.00	473,955	444,091	414,227	384,362	354,498	324,634	294,770
	470.00	465,268	435,983	406,698	377,413	348,128	318,843	289,557
	480.00	456,581	427,875	399,169	370,463	341,757	313,051	284,345
	490.00	447,894	419,767	391,641	363,514	335,387	307,260	279,108
	500.00	439,207	411,660	384,112	356,564	329,016	301,446	273,866

**TABLE 2**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	701,182	25%	30%	35%	40%	45%	50%	55%
Site Specific S106 11,963	-	869,382	813,328	757,274	701,182	645,066	588,949	532,832
	5,000	815,999	759,882	703,765	647,649	591,532	535,404	479,192
	10,000	762,465	706,348	650,231	594,050	537,837	481,625	425,413
	15,000	708,907	652,695	596,483	540,271	484,059	427,743	371,401
	20,000	655,129	598,917	542,704	486,381	430,039	373,698	317,202
	25,000	601,350	545,019	488,677	432,336	375,878	319,374	262,752
	30,000	547,315	490,974	434,555	378,051	321,514	264,813	207,990
	35,000	493,232	436,727	380,223	323,575	266,874	209,952	153,019
	40,000	438,900	382,337	325,636	268,846	211,913	154,981	98,048
	45,000	384,398	327,696	270,808	213,875	156,943	100,010	42,989
	50,000	329,702	272,770	215,837	158,904	101,972	44,891	(12,314)
	55,000	274,731	217,799	160,866	103,934	46,794	(10,412)	(67,617)
	60,000	219,761	162,828	105,895	48,696	(8,509)	(65,715)	(123,174)
	65,000	164,790	107,804	50,599	(6,607)	(63,813)	(121,274)	(178,812)
	70,000	109,707	52,501	(4,705)	(61,910)	(119,373)	(176,911)	(234,609)

**TABLE 3**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	701,182	25%	30%	35%	40%	45%	50%	55%
Profit 20.0%	15.0%	1,041,171	973,664	906,158	838,614	771,044	703,475	635,905
	16.0%	1,006,813	941,597	876,381	811,127	745,849	680,570	615,291
	17.0%	972,455	909,530	846,604	783,641	720,653	657,664	594,676
	18.0%	938,097	877,462	816,827	756,155	695,457	634,759	574,061
	19.0%	903,740	845,395	787,051	728,669	670,261	611,854	553,447
	20.0%	869,382	813,328	757,274	701,182	645,066	588,949	532,832

**TABLE 4**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	701,182	25%	30%	35%	40%	45%	50%	55%
BLV (£ per acre) 111,111	600,000	380,493	324,439	268,385	212,293	156,177	100,060	43,943
	620,000	360,493	304,439	248,385	192,293	136,177	80,060	23,943
	640,000	340,493	284,439	228,385	172,293	116,177	60,060	3,943
	660,000	320,493	264,439	208,385	152,293	96,177	40,060	(16,057)
	680,000	300,493	244,439	188,385	132,293	76,177	20,060	(36,057)
	700,000	280,493	224,439	168,385	112,293	56,177	60	(56,057)
	720,000	260,493	204,439	148,385	92,293	36,177	(19,940)	(76,057)
	740,000	240,493	184,439	128,385	72,293	16,177	(39,940)	(96,057)
	760,000	220,493	164,439	108,385	52,293	(3,823)	(59,940)	(116,057)
	780,000	200,493	144,439	88,385	32,293	(23,823)	(79,940)	(136,057)
	800,000	180,493	124,439	68,385	12,293	(43,823)	(99,940)	(156,057)
	820,000	160,493	104,439	48,385	(7,707)	(63,823)	(119,940)	(176,057)
	840,000	140,493	84,439	28,385	(27,707)	(83,823)	(139,940)	(196,057)
	860,000	120,493	64,439	8,385	(47,707)	(103,823)	(159,940)	(216,057)
	880,000	100,493	44,439	(11,615)	(67,707)	(123,823)	(179,940)	(236,057)
	900,000	80,493	24,439	(31,615)	(87,707)	(143,823)	(199,940)	(256,057)



Scheme Ref:

Dispersal villages A

No Units:

50

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

TABLE 5		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	701,182	25%	30%	35%	40%	45%	50%	55%
Density (dph) 30.0	35	1,032,797	967,401	902,005	836,565	771,095	705,625	640,156
	40	1,196,213	1,121,474	1,046,736	971,947	897,124	822,302	747,480
	45	1,359,628	1,275,547	1,191,466	1,107,329	1,023,154	938,979	854,803
	50	1,523,044	1,429,620	1,336,197	1,242,711	1,149,183	1,055,655	962,127
	55	1,686,459	1,583,694	1,480,928	1,378,094	1,275,213	1,172,332	1,069,451
	60	1,849,875	1,737,767	1,625,659	1,513,476	1,401,242	1,289,009	1,176,775
	65	2,013,290	1,891,840	1,770,390	1,648,858	1,527,272	1,405,685	1,284,099
	70	2,176,706	2,045,913	1,915,120	1,784,240	1,653,301	1,522,362	1,391,423
	75	2,340,121	2,199,986	2,059,851	1,919,623	1,779,331	1,639,038	1,498,746
	80	2,503,537	2,354,059	2,204,582	2,055,005	1,905,360	1,755,715	1,606,070
	85	2,666,952	2,508,132	2,349,313	2,190,387	2,031,389	1,872,392	1,713,394

TABLE 6		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	701,182	25%	30%	35%	40%	45%	50%	55%
Build Cost 100% (105% = 5% increase)	98%	904,806	848,343	791,881	735,419	678,957	622,479	565,953
	100%	869,382	813,328	757,274	701,182	645,066	588,949	532,832
	102%	833,953	778,246	722,539	666,832	611,125	555,418	499,692
	104%	798,373	743,076	687,779	632,482	577,185	521,803	466,414
	106%	762,793	707,906	653,018	598,066	543,090	488,113	433,136
	108%	727,213	672,682	618,118	563,553	508,988	454,423	399,747
	110%	691,498	637,345	583,192	529,039	474,843	420,571	366,300
	112%	655,749	602,008	548,267	494,426	440,568	386,710	332,762
	114%	620,000	566,625	513,181	459,737	406,293	352,725	299,134
	116%	584,138	531,108	478,078	425,032	371,856	318,681	265,391
	118%	548,208	495,592	442,914	390,155	337,396	284,505	231,570
	120%	512,277	459,965	407,622	355,279	302,782	250,266	197,566

TABLE 7		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	701,182	25%	30%	35%	40%	45%	50%	55%
Market Values 100% (105% = 5% increase)	80%	340,602	319,628	298,654	277,680	256,684	235,680	214,676
	82%	393,897	369,370	344,843	320,316	295,789	271,262	246,735
	84%	447,042	419,003	390,965	362,926	334,872	306,792	278,712
	86%	500,109	468,533	436,957	405,380	373,804	342,228	310,651
	88%	553,064	517,997	482,930	447,834	412,720	377,606	342,492
	90%	605,927	567,336	528,745	490,154	451,563	412,972	374,332
	92%	658,790	616,675	574,560	532,444	490,329	448,214	406,098
	94%	711,487	665,906	620,326	574,735	529,096	483,456	437,816
	96%	764,169	715,076	665,984	616,891	567,799	518,698	469,534
	98%	816,851	764,246	711,641	659,037	606,432	553,827	501,223
	100%	869,382	813,328	757,274	701,182	645,066	588,949	532,832
	102%	921,906	862,350	802,795	743,239	683,684	624,070	564,441
	104%	974,430	911,373	848,315	785,258	722,201	659,144	596,050
	106%	1,026,953	960,395	893,836	827,278	760,719	694,160	627,601
	108%	1,079,342	1,009,348	939,354	869,297	799,236	729,176	659,116
	110%	1,131,731	1,058,245	984,758	911,272	837,754	764,192	690,630
	112%	1,184,120	1,107,141	1,030,162	953,183	876,204	799,208	722,144
	114%	1,236,509	1,156,037	1,075,565	995,094	914,622	834,151	753,659
	116%	1,288,897	1,204,933	1,120,969	1,037,005	953,041	869,077	785,112
	118%	1,341,232	1,253,829	1,166,373	1,078,916	991,459	904,002	816,546
	120%	1,393,509	1,302,633	1,211,757	1,120,827	1,029,878	938,928	847,979

TABLE 8		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	701,182	25%	30%	35%	40%	45%	50%	55%
Grant (£ per unit) -	5,000	882,728	829,344	775,959	722,574	669,187	615,751	562,314
	10,000	896,075	845,360	794,644	743,929	693,214	642,498	591,783
	15,000	909,422	861,376	813,330	765,284	717,237	669,191	621,145
	20,000	922,768	877,391	832,015	786,638	741,261	695,885	650,508
	25,000	936,115	893,407	850,700	807,993	765,285	722,578	679,870
	30,000	949,461	909,423	869,385	829,347	789,299	749,232	709,165
	35,000	962,808	925,439	888,049	850,642	813,234	775,826	738,418
	40,000	976,155	941,414	906,665	871,917	837,168	802,420	767,671
	45,000	989,459	957,370	925,281	893,192	861,103	829,014	796,924
	50,000	1,002,756	973,326	943,896	914,467	885,037	855,607	826,135
	55,000	1,016,053	989,282	962,512	935,742	908,971	882,160	855,289

## NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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Scheme Ref: **Dispersal villages A**  
 No Units: **50** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes:

[ KPI's for Report Summary Table ]

[ note that this table is combined with other similar Scheme Typologies as a Summary table ]

[ please check that it captures the required KPI's that you would like carried forward to the Summary Table ]

<b>Scheme Ref:</b>	<b>Dispersal villages A</b>
No Units:	50
Location / Value Zone:	Lower
Development Scenario:	Greenfield
Notes:	0
Total GDV (£)	16,978,375
<b>Policy Assumptions</b>	
AH Target % (& mix):	40%
Affordable Rent:	50%
Social Rent:	10%
First Homes:	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%
CIL (£ psm)	-
CIL (£ per unit)	-
CIL Total (£)	-
Site Specific S106 (£ per unit)	11,963
Site Specific S106 Total (£)	598,146
Sub-total CIL+S106 (£ per unit)	11,963
Site Infrastructure (£ per unit)	10,000
Site Infrastructure Total (£)	500,000
Sub-total CIL+S106+Infrastructure (£ per unit)	21,963
<b>Profit KPI's</b>	
Developers Profit (% on OMS)	20.0%
Developers Profit (% on AH)	6.0%
Developers Profit (% blended)	16.85%
Developers Profit (% on costs)	27.95%
Developers Profit Total (£)	2,861,453
<b>Land Value KPI's</b>	
RLV (£/acre)	812,293
RLV (£/ha)	2,007,177
RLV (% of GDV)	19.70%
RLV Total (£)	3,345,295
BLV (£/acre)	111,111
BLV (£/ha)	274,555
BLV Total (£)	457,592
Surplus/Deficit (£/acre) [RLV-BLV]	701,182
Surplus/Deficit (£/ha)	1,732,622
Surplus/Deficit Total (£)	2,887,703
Surplus/Deficit (per unit)	57,754
<b>Plan Viability comments</b>	<b>Viable</b>

<b>Viable</b>	if RLV > BLV
<b>Marginal</b>	if RLV < BLV, but RLV is positive
<b>Not Viable</b>	if RLV < BLV, and RLV is negative

Scheme Ref: **Dispersal villages B**  
 No Units: **50** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			50 Units						
AH Policy requirement (% Target)			40%						
AH tenure split %			Affordable Rent:		50.0%		60.0% % Rented		
			Social Rent:		10.0%				
			First Homes:		25.0%				
			Other Intermediate (LCHO/Sub-Market etc.):		15.0%		16.0% % of total (>10% for NPPF para 64.)		
Open Market Sale (OMS) housing			60%						
			100% 100.0%						
CIL Rate (£ psm)			0.00 £ psm						
Unit mix -									
	Mkt Units mix%	MV # units		AH mix%	AH # units		Overall mix%	Total # units	
1 bed House	0.0%	0.0		0.0%	0.0		0%	0.0	
2 bed House	20.0%	6.0		18.8%	3.8		20%	9.8	
3 bed House	45.0%	13.5		25.0%	5.0		37%	18.5	
4 bed House	30.0%	9.0		7.5%	1.5		21%	10.5	
5 bed House	0.0%	0.0		0.0%	0.0		0%	0.0	
1 bed Flat	5.0%	1.5		30.0%	6.0		15%	7.5	
2 bed Flat	0.0%	0.0		18.8%	3.8		8%	3.8	
Total number of units		100.0%	30.0	100.0%		20.0	100%		50.0
OMS Unit Floor areas -									
	Net area per unit (sqm)	(sqft)		Net to Gross %			Gross (GIA) per unit (sqm)	(sqft)	
1 bed House	0.0	0		%			0.0	0	
2 bed House	75.0	807					75.0	807	
3 bed House	97.0	1,044					97.0	1,044	
4 bed House	150.0	1,615					150.0	1,615	
5 bed House	0.0	0					0.0	0	
1 bed Flat	50.0	538		85.0%			58.8	633	
2 bed Flat	61.0	657		85.0%			71.8	772	
AH Unit Floor areas -									
	Net area per unit (sqm)	(sqft)		Net to Gross %			Gross (GIA) per unit (sqm)	(sqft)	
1 bed House	0.0	0		%			0.0	0	
2 bed House	75.0	807					75.0	807	
3 bed House	97.0	1,044					97.0	1,044	
4 bed House	124.0	1,335					124.0	1,335	
5 bed House	0.0	0					0.0	0	
1 bed Flat	50.0	538		85.0%			58.8	633	
2 bed Flat	61.0	657		85.0%			71.8	772	
Total Gross Floor areas -									
	Mkt Units GIA (sqm)	(sqft)		AH units GIA (sqm)	(sqft)		Total GIA (all units) (sqm)	(sqft)	
1 bed House	0	0		0	0		0	0	
2 bed House	450	4,844		281	3,027		731	7,871	
3 bed House	1,310	14,095		485	5,220		1,795	19,316	
4 bed House	1,350	14,531		186	2,002		1,536	16,533	
5 bed House	0	0		0	0		0	0	
1 bed Flat	88	950		353	3,799		441	4,749	
2 bed Flat	0	0		269	2,897		269	2,897	
	3,198	34,420		1,574	16,946		4,772	51,366	
AH % by floor area:			32.99% AH % by floor area due to mix						
Open Market Sales values (£) -									
	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)					
1 bed House	0	#DIV/0!	#DIV/0!	0					
2 bed House	350,000	4,667	434	3,412,500					
3 bed House	425,000	4,381	407	7,862,500					
4 bed House	550,000	3,667	341	5,775,000					
5 bed House	700,000	#DIV/0!	#DIV/0!	0					
1 bed Flat	250,000	5,000	465	1,875,000					
2 bed Flat	300,000	4,918	457	1,125,000					
				20,050,000					
Affordable Housing values (£) -									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £	% of MV	Intermediate £	% of MV	
1 bed House	0	50%	0	40%	0	70%	0	70%	
2 bed House	175,000	50%	140,000	40%	245,000	70%	245,000	70%	
3 bed House	212,500	50%	170,000	40%	250,000	70%	297,500	70%	
4 bed House	275,000	50%	220,000	40%	250,000	70%	385,000	70%	
5 bed House	350,000	50%	280,000	40%	250,000	70%	490,000	70%	
1 bed Flat	125,000	50%	100,000	40%	175,000	70%	175,000	70%	
2 bed Flat	150,000	50%	120,000	40%	210,000	70%	210,000	70%	

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Scheme Ref: **Dispersal villages B**  
 No Units: **50** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	6.0	@	350,000	2,100,000
3 bed House	13.5	@	425,000	5,737,500
4 bed House	9.0	@	550,000	4,950,000
5 bed House	0.0	@	700,000	-
1 bed Flat	1.5	@	250,000	375,000
2 bed Flat	0.0	@	300,000	-
	30.0			13,162,500
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	1.9	@	175,000	328,125
3 bed House	2.5	@	212,500	531,250
4 bed House	0.8	@	275,000	206,250
5 bed House	0.0	@	350,000	-
1 bed Flat	3.0	@	125,000	375,000
2 bed Flat	1.9	@	150,000	281,250
	10.0			1,721,875
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	0.4	@	140,000	52,500
3 bed House	0.5	@	170,000	85,000
4 bed House	0.2	@	220,000	33,000
5 bed House	0.0	@	280,000	-
1 bed Flat	0.6	@	100,000	60,000
2 bed Flat	0.4	@	120,000	45,000
	2.0			275,500
<b>First Homes GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	0.9	@	245,000	229,688
3 bed House	1.3	@	250,000	312,500
4 bed House	0.4	@	250,000	93,750
5 bed House	0.0	@	250,000	-
1 bed Flat	1.5	@	175,000	262,500
2 bed Flat	0.9	@	210,000	196,875
	5.0			1,095,313
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	0.6	@	245,000	137,813
3 bed House	0.8	@	297,500	223,125
4 bed House	0.2	@	385,000	86,625
5 bed House	0.0	@	490,000	-
1 bed Flat	0.9	@	175,000	157,500
2 bed Flat	0.6	@	210,000	118,125
	3.0	20.0		723,188
<b>Sub-total GDV Residential</b>				
	50			16,978,375
<b>AH on-site cost analysis:</b>		<b>£MV (no AH) less £GDV (inc. AH)</b>		<b>3,071,625</b>
	644 £ psm (total GIA sqm)		61,433 £ per unit (total units)	
<b>Grant</b>				
	20	AH units @	0 per unit	-
<b>Total GDV</b>				<b>16,978,375</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Statutory Planning Fees (Residential)				(23,100)
Planning Application Professional Fees, Surveys and reports				(70,000)
CIL	3,198 sqm (Market only)	0.00 £ psm		-
	0.00% % of GDV	0 £ per unit (total units)		
<b>CIL analysis:</b>				
Site Specific S106 Contributions	Net zero carbon housing	12,880 per dwelling		(499,100)
	Net zero carbon flats	5% build cost		(49,046)
	Green belt loss mitigation	1,000 per dwelling		(50,000)
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	50 units @	0 per unit	-
<b>S106 analysis:</b>		358,887 £ per ha	3.52% % of GDV	11,963 £ per unit (total units) (598,146)
AH Commuted Sum	4,772 sqm (total)		0 £ psm	-
<b>Comm. Sum analysis:</b>		0.00% % of GDV		

Scheme Ref: Dispersal villages B  
No Units: 50      Location / Value Zone: Lower      Development Scenario: Brownfield  
Notes:

cont./

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Scheme Ref: **Dispersal villages B**  
 No Units: **50** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes:

<b>Construction Costs -</b>				
Site Clearance, Demolition & Remediation	1.67	ha @	110,000	£ per ha (if brownfield) (183,333)
Net Biodiversity Gain @ 20%	50	units @	1,211	£ per unit (60,571)
Site Infrastructure costs -				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
Year 11	0			-
Year 12	0			-
Year 13	0			-
Year 14	0			-
Year 15	0			-
total	50	units @	10,000	per unit (500,000)
Infra. Costs analysis:	300,000	£ per ha	2.94% % of GDV	10,000 £ per unit (total ui) (500,000)
1 bed House	-	sqm @	1,234	psm -
2 bed House	731	sqm @	1,234	psm (902,363)
3 bed House	1,795	sqm @	1,234	psm (2,214,413)
4 bed House	1,536	sqm @	1,234	psm (1,895,424)
5 bed House	-	sqm @	1,234	psm -
1 bed Flat	441	sqm @	1,381	psm (609,265)
2 bed Flat	4,772	269	sqm @	1,381 psm (371,651)
External works	5,993,116	@	15.0%	(898,967)
Ext. Works analysis:			17,979	£per unit
M4(2) Category 2 Housing	Aff units	20 units @	100% @	586 £ per unit (11,720)
M4(3) Category 3 Housing	Aff units	20 units @	5% @	11,386 £ per unit (11,386)
M4(2) Category 2 Housing	Mrkt units	30 units @	100% @	586 £ per unit (17,580)
M4(3) Category 3 Housing	Mrkt units	30 units @	5% @	11,386 £ per unit (17,079)
Carbon/Energy Reduction/FHS		50 units @		0 £ per unit -
EV Charging Points - Houses		39 units @		1,000 £ per unit (38,750)
EV Charging Points - Flats		3 units @		625 £ per unit (1,758)
Water Efficiency		50 units @		3,106 £ per unit (155,300)
Contingency (on construction)	7,889,560	@	5.0%	(394,478)
Professional Fees	7,889,560	@	10.0%	(788,956)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	13,162,500	OMS @	3.00%	7,898 £ per unit (394,875)
Residential Sales Agent Costs	13,162,500	OMS @	1.00%	2,633 £ per unit (131,625)
Residential Sales Legal Costs	13,162,500	OMS @	0.25%	658 £ per unit (32,906)
Affordable Sale Legal Costs				lump sum (10,000)
Disposal Cost analysis:				11,388 £ per unit
Interest (on Development Costs) -		7.50% APR	0.604% pcm	(147,803)
<b>Developers Profit -</b>				
Profit on OMS	13,162,500		20.00%	(2,632,500)
Margin on AH	3,815,875		6.00% on AH values	(228,953)
Profit analysis:	16,978,375		16.85% blended GDV	(2,861,453)
	10,481,450		27.30% on costs	(2,861,453)
<b>TOTAL COSTS</b>				
				<b>(13,342,902)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				3,635,473
SDLT	3,635,473	@	HMRC formula	(171,274)
Acquisition Agent fees	3,635,473	@	1.0%	(36,355)
Acquisition Legal fees	3,635,473	@	0.5%	(18,177)
Interest on Land	3,635,473	@	7.50%	(272,660)
Residual Land Value				<b>3,137,007</b>
RLV analysis:	62,740	£ per plot	1,882,204	£ per ha
			761,718	£ per acre
			18.48%	% RLV / GDV

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density (Net)		30.0	dph	
Site Area (Net)		1.67	ha	4.12 acres
Benchmark Land Value (Net)	43,929	£ per plot	1,317,866	£ per ha
BLV analysis:	Density	2.863	sqm/ha	533,333
				£ per acre
				12,472
				sqft/ac

<b>BALANCE</b>				
Surplus/(Deficit)	564,338	£ per ha	228,385	£ per acre
				<b>940,564</b>

Scheme Ref: Dispersal villages B  
No Units: 50 Location / Value Zone: Lower Development Scenario: Brownfield  
Notes:

Scheme Ref:

Dispersal villages B

No Units:

50

Location / Value Zone:

Lower

Development Scenario:

Brownfield

Notes:

**SENSITIVITY ANALYSIS**

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)		25%	30%	35%	40%	45%	50%	55%
CIL Epsm 0.00	228,385							
	250.00	182,160	140,220	98,281	56,341	14,401	(27,538)	(69,478)
	260.00	173,519	132,155	90,792	49,428	8,065	(33,299)	(74,690)
	270.00	164,878	124,090	83,303	42,515	1,728	(39,059)	(79,902)
	280.00	156,237	116,025	75,814	35,603	(4,609)	(44,826)	(85,115)
	290.00	147,596	107,960	68,325	28,690	(10,946)	(50,617)	(90,327)
	300.00	138,955	99,895	60,836	21,777	(17,282)	(56,409)	(95,539)
	310.00	130,314	91,830	53,347	14,864	(23,649)	(62,200)	(100,751)
	320.00	121,673	83,766	45,858	7,951	(30,019)	(67,991)	(105,963)
	330.00	113,032	75,701	38,370	1,003	(36,390)	(73,782)	(111,175)
	340.00	104,391	67,636	30,868	(5,946)	(42,760)	(79,574)	(116,388)
	350.00	95,750	59,571	23,339	(12,896)	(49,130)	(85,365)	(121,600)
	360.00	87,109	51,466	15,810	(19,845)	(55,501)	(91,156)	(126,812)
	370.00	78,434	43,358	8,282	(26,795)	(61,871)	(96,948)	(132,024)
	380.00	69,747	35,250	753	(33,744)	(68,242)	(102,739)	(137,245)
	390.00	61,061	27,142	(6,776)	(40,694)	(74,612)	(108,530)	(142,487)
	400.00	52,374	19,035	(14,304)	(47,643)	(80,983)	(114,324)	(147,729)
	410.00	43,687	10,927	(21,833)	(54,593)	(87,353)	(120,149)	(152,971)
	420.00	35,000	2,819	(29,362)	(61,543)	(93,733)	(125,973)	(158,212)
	430.00	26,313	(5,289)	(36,890)	(68,492)	(100,140)	(131,797)	(163,454)
	440.00	17,626	(13,397)	(44,419)	(75,472)	(106,546)	(137,621)	(168,696)
	450.00	8,939	(21,504)	(51,968)	(82,461)	(112,953)	(143,445)	(173,938)
	460.00	252	(29,630)	(59,540)	(89,450)	(119,360)	(149,269)	(179,179)
	470.00	(8,456)	(37,784)	(67,111)	(96,439)	(125,766)	(155,094)	(184,421)
	480.00	(17,192)	(45,937)	(74,683)	(103,428)	(132,173)	(160,918)	(189,663)
	490.00	(25,929)	(54,091)	(82,254)	(110,417)	(138,579)	(166,742)	(194,910)
	500.00	(34,665)	(62,245)	(89,826)	(117,406)	(144,986)	(172,566)	(200,184)

**TABLE 2**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)		25%	30%	35%	40%	45%	50%	55%
Site Specific S106 11,963	-	396,735	340,618	284,501	228,385	172,268	116,087	59,874
	5,000	343,201	287,084	230,944	174,732	118,520	62,308	6,093
	10,000	289,590	233,378	177,166	120,954	64,731	8,390	(47,952)
	15,000	235,812	179,599	123,369	67,028	10,686	(45,665)	(102,169)
	20,000	182,007	125,665	69,324	12,983	(43,493)	(99,997)	(156,620)
	25,000	127,962	71,621	15,184	(41,321)	(97,858)	(154,559)	(211,365)
	30,000	73,860	17,356	(39,148)	(95,797)	(152,498)	(209,403)	(266,336)
	35,000	19,528	(37,035)	(93,736)	(150,509)	(207,441)	(264,374)	(321,306)
	40,000	(34,974)	(91,676)	(148,547)	(205,480)	(262,412)	(319,345)	(376,349)
	45,000	(89,653)	(146,585)	(203,518)	(260,450)	(317,383)	(374,446)	(431,652)
	50,000	(144,623)	(201,556)	(258,489)	(315,421)	(372,544)	(429,749)	(486,955)
	55,000	(199,594)	(256,527)	(313,459)	(370,641)	(427,847)	(485,052)	(542,494)
	60,000	(254,565)	(311,533)	(368,739)	(425,944)	(483,150)	(540,594)	(598,132)
	65,000	(309,631)	(366,836)	(424,042)	(481,247)	(538,693)	(596,231)	(653,911)
	70,000	(364,934)	(422,139)	(479,345)	(536,793)	(594,331)	(651,949)	(709,885)

**TABLE 3**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)		25%	30%	35%	40%	45%	50%	55%
Profit 20.0%	15.0%	568,524	500,955	433,385	365,816	298,246	230,613	162,948
	16.0%	534,166	468,887	403,608	338,329	273,051	207,707	142,333
	17.0%	499,808	436,820	373,832	310,843	247,855	184,802	121,718
	18.0%	465,451	404,753	344,055	283,357	222,659	161,897	101,104
	19.0%	431,093	372,685	314,278	255,871	197,463	138,992	80,489
	20.0%	396,735	340,618	284,501	228,385	172,268	116,087	59,874

**TABLE 4**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)		25%	30%	35%	40%	45%	50%	55%
BLV (£ per acre) 533,333	228,385							
	600,000	330,068	273,951	217,834	161,718	105,601	49,420	(6,793)
	620,000	310,068	253,951	197,834	141,718	85,601	29,420	(26,793)
	640,000	290,068	233,951	177,834	121,718	65,601	9,420	(46,793)
	660,000	270,068	213,951	157,834	101,718	45,601	(10,580)	(66,793)
	680,000	250,068	193,951	137,834	81,718	25,601	(30,580)	(86,793)
	700,000	230,068	173,951	117,834	61,718	5,601	(50,580)	(106,793)
	720,000	210,068	153,951	97,834	41,718	(14,399)	(70,580)	(126,793)
	740,000	190,068	133,951	77,834	21,718	(34,399)	(90,580)	(146,793)
	760,000	170,068	113,951	57,834	1,718	(54,399)	(110,580)	(166,793)
	780,000	150,068	93,951	37,834	(18,282)	(74,399)	(130,580)	(186,793)
	800,000	130,068	73,951	17,834	(38,282)	(94,399)	(150,580)	(206,793)
	820,000	110,068	53,951	(2,166)	(58,282)	(114,399)	(170,580)	(226,793)
	840,000	90,068	33,951	(22,166)	(78,282)	(134,399)	(190,580)	(246,793)
	860,000	70,068	13,951	(42,166)	(98,282)	(154,399)	(210,580)	(266,793)
	880,000	50,068	(6,049)	(62,166)	(118,282)	(174,399)	(230,580)	(286,793)
	900,000	30,068	(26,049)	(82,166)	(138,282)	(194,399)	(250,580)	(306,793)



Scheme Ref:

Dispersal villages B

No Units:

50

Location / Value Zone:

Lower

Development Scenario:

Brownfield

Notes:

TABLE 5		Affordable Housing - % on site 40%							
Balance (RLV - BLV £ per acre)		228,385	25%	30%	35%	40%	45%	50%	55%
Density (dph)	30.0	35	560,176	494,706	429,236	363,767	298,297	232,802	167,221
		40	723,616	648,794	573,971	499,149	424,327	349,504	274,568
		45	887,057	802,882	718,706	634,531	550,356	466,181	381,915
		50	1,050,498	956,970	863,442	769,913	676,385	582,857	489,262
		55	1,213,938	1,111,057	1,008,177	905,296	802,415	699,534	596,609
		60	1,377,371	1,265,145	1,152,912	1,040,678	928,444	816,211	703,956
		65	1,540,787	1,419,233	1,297,647	1,176,060	1,054,474	932,887	811,301
		70	1,704,202	1,573,321	1,442,382	1,311,442	1,180,503	1,049,564	918,625
		75	1,867,617	1,727,409	1,587,117	1,446,825	1,306,533	1,166,241	1,025,949
		80	2,031,033	1,881,497	1,731,852	1,582,207	1,432,562	1,282,917	1,133,272
85	2,194,448	2,035,585	1,876,587	1,717,589	1,558,592	1,399,594	1,240,596		

TABLE 6		Affordable Housing - % on site 40%							
Balance (RLV - BLV £ per acre)		228,385	25%	30%	35%	40%	45%	50%	55%
Build Cost 100% (105% = 5% increase)	98%		432,302	375,788	319,262	262,735	206,208	149,681	93,152
	100%		396,735	340,618	284,501	228,385	172,268	116,087	59,874
	102%		361,155	305,448	249,741	193,997	138,197	82,397	26,596
	104%		325,575	270,261	214,872	159,484	104,095	48,707	(6,757)
	106%		289,900	234,924	179,947	124,970	69,994	14,896	(40,204)
	108%		254,151	199,587	145,022	90,406	35,720	(18,965)	(73,686)
	110%		218,402	164,249	109,989	55,717	1,445	(52,890)	(107,314)
	112%		182,602	128,744	74,886	21,028	(32,927)	(86,934)	(140,981)
	114%		146,671	93,227	39,783	(13,795)	(67,387)	(121,029)	(174,801)
	116%		110,741	57,679	4,504	(48,672)	(101,915)	(155,268)	(208,710)
	118%		74,729	21,970	(30,789)	(83,638)	(136,572)	(189,592)	(242,735)
	120%		38,605	(13,738)	(66,197)	(118,714)	(171,315)	(224,038)	(276,760)

TABLE 7		Affordable Housing - % on site 40%							
Balance (RLV - BLV £ per acre)		228,385	25%	30%	35%	40%	45%	50%	55%
Market Values	100% (105% = 5% increase)	80%	(133,314)	(154,318)	(175,322)	(196,325)	(217,334)	(238,386)	(259,438)
		82%	(79,806)	(104,341)	(128,915)	(153,488)	(178,062)	(202,635)	(227,208)
		84%	(26,511)	(54,591)	(82,671)	(110,751)	(138,831)	(166,937)	(195,080)
		86%	26,712	(4,865)	(36,482)	(68,115)	(99,748)	(131,381)	(163,014)
		88%	79,779	44,665	9,551	(25,563)	(60,677)	(95,851)	(131,037)
		90%	132,831	94,195	55,543	16,891	(21,761)	(60,413)	(99,065)
		92%	185,694	143,579	101,464	59,345	17,155	(25,035)	(67,225)
		94%	238,558	192,918	147,279	101,639	56,000	10,344	(35,384)
		96%	291,371	242,257	193,093	143,930	94,766	45,602	(3,562)
		98%	344,053	291,448	238,844	186,220	133,532	80,844	28,156
		100%	396,735	340,618	284,501	228,385	172,268	116,087	59,874
		102%	449,402	389,788	330,159	270,530	210,901	151,272	91,592
		104%	501,926	438,869	375,812	312,676	249,535	186,394	123,253
		106%	554,450	487,891	421,333	354,774	288,168	221,515	154,862
		108%	606,974	536,914	466,853	396,793	326,733	256,636	186,471
		110%	659,498	585,936	512,374	438,812	365,250	291,688	218,080
		112%	711,907	634,928	557,895	480,832	403,768	326,704	249,641
		114%	764,296	683,824	603,352	522,851	442,286	361,720	281,155
		116%	816,684	732,720	648,756	564,792	480,803	396,736	312,670
		118%	869,073	781,616	694,160	606,703	519,246	431,752	344,184
		120%	921,462	830,513	739,563	648,614	557,665	466,715	375,698

TABLE 8		Affordable Housing - % on site 40%							
Balance (RLV - BLV £ per acre)		228,385	25%	30%	35%	40%	45%	50%	55%
Grant (£ per unit)	-	5,000	410,136	356,699	303,263	249,826	196,389	142,953	89,487
		10,000	423,537	372,780	322,024	271,268	220,511	169,755	118,998
		15,000	436,918	388,862	340,785	292,709	244,633	196,557	148,480
		20,000	450,265	404,888	359,511	314,134	268,755	223,359	177,963
		25,000	463,611	420,904	378,196	335,489	292,782	250,074	207,367
		30,000	476,958	436,920	396,882	356,844	316,805	276,767	236,729
		35,000	490,304	452,936	415,567	378,198	340,829	303,461	266,092
		40,000	503,651	468,951	434,252	399,553	364,853	330,154	295,454
		45,000	516,998	484,967	452,937	420,907	388,877	356,801	324,712
		50,000	530,344	500,983	471,622	442,254	412,824	383,394	353,965
	55,000	543,691	516,999	490,299	463,529	436,758	409,988	383,218	

## NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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Scheme Ref: **Dispersal villages B**  
 No Units: **50** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes:

[ KPI's for Report Summary Table ]

[ note that this table is combined with other similar Scheme Typologies as a Summary table ]

[ please check that it captures the required KPI's that you would like carried forward to the Summary Table ]

<b>Scheme Ref:</b>	<b>Dispersal villages B</b>
No Units:	50
Location / Value Zone:	Lower
Development Scenario:	Brownfield
Notes:	0
Total GDV (£)	16,978,375
<b>Policy Assumptions</b>	

**AH Target % (& mix):** 40%

Affordable Rent:	50%
Social Rent:	10%
First Homes:	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%
CIL (£ psm)	-
CIL (£ per unit)	-
CIL Total (£)	-
Site Specific S106 (£ per unit)	11,963
Site Specific S106 Total (£)	598,146
Sub-total CIL+S106 (£ per unit)	11,963
Site Infrastructure (£ per unit)	10,000
Site Infrastructure Total (£)	500,000

**Sub-total CIL+S106+Infrastructure (£ per unit)** 21,963

<b>Profit KPI's</b>	
Developers Profit (% on OMS)	20.0%
Developers Profit (% on AH)	6.0%
Developers Profit (% blended)	16.85%
Developers Profit (% on costs)	27.30%
Developers Profit Total (£)	2,861,453

**Land Value KPI's**

<b>RLV (£/acre)</b>	<b>761,718</b>
RLV (£/ha)	1,882,204
RLV (% of GDV)	18.48%
RLV Total (£)	3,137,007

**BLV (£/acre)** 533,333

BLV (£/ha)	1,317,866
BLV Total (£)	2,196,443
Surplus/Deficit (£/acre) [RLV-BLV]	228,385
Surplus/Deficit (£/ha)	564,338
Surplus/Deficit Total (£)	940,564
Surplus/Deficit (per unit)	18,811

**Plan Viability comments** **Viable**

<b>Viable</b>	if RLV > BLV
<b>Marginal</b>	if RLV < BLV, but RLV is positive
<b>Not Viable</b>	if RLV < BLV, and RLV is negative

210726 Cambridge strategic options residential appraisals\_v3

Scheme Ref: **Dispersal villages C**  
 No Units: **250** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			250 Units						
AH Policy requirement (% Target)			40%						
AH tenure split %			Affordable Rent:		50.0%		60.0% % Rented		
			Social Rent:		10.0%				
			First Homes:		25.0%				
			Other Intermediate (LCHO/Sub-Market etc.):		15.0%				
Open Market Sale (OMS) housing			16.0% % of total (>10% for NPPF para 64.)						
			60%						
			100% 100.0%						
CIL Rate (£ psm)			0.00 £ psm						
Unit mix -									
	Mkt Units mix%	MV # units		AH mix%	AH # units		Overall mix%	Total # units	
1 bed House	0.0%	0.0		0.0%	0.0		0%	0.0	
2 bed House	20.0%	30.0		18.8%	18.8		20%	48.8	
3 bed House	45.0%	67.5		25.0%	25.0		37%	92.5	
4 bed House	30.0%	45.0		7.5%	7.5		21%	52.5	
5 bed House	0.0%	0.0		0.0%	0.0		0%	0.0	
1 bed Flat	5.0%	7.5		30.0%	30.0		15%	37.5	
2 bed Flat	0.0%	0.0		18.8%	18.8		8%	18.8	
Total number of units		100.0%	150.0	100.0%	100.0		100%	250.0	
OMS Unit Floor areas -									
	Net area per unit (sqm)	(sqft)		Net to Gross %			Gross (GIA) per unit (sqm)	(sqft)	
				%					
1 bed House	0.0	0					0.0	0	
2 bed House	75.0	807					75.0	807	
3 bed House	97.0	1,044					97.0	1,044	
4 bed House	150.0	1,615					150.0	1,615	
5 bed House	0.0	0					0.0	0	
1 bed Flat	50.0	538		85.0%			58.8	633	
2 bed Flat	61.0	657		85.0%			71.8	772	
AH Unit Floor areas -									
	Net area per unit (sqm)	(sqft)		Net to Gross %			Gross (GIA) per unit (sqm)	(sqft)	
				%					
1 bed House	0.0	0					0.0	0	
2 bed House	75.0	807					75.0	807	
3 bed House	97.0	1,044					97.0	1,044	
4 bed House	124.0	1,335					124.0	1,335	
5 bed House	0.0	0					0.0	0	
1 bed Flat	50.0	538		85.0%			58.8	633	
2 bed Flat	61.0	657		85.0%			71.8	772	
Total Gross Floor areas -									
	Mkt Units GIA (sqm)	(sqft)		AH units GIA (sqm)	(sqft)		Total GIA (all units) (sqm)	(sqft)	
1 bed House	0	0		0	0		0	0	
2 bed House	2,250	24,219		1,406	15,137		3,656	39,356	
3 bed House	6,548	70,477		2,425	26,102		8,973	96,579	
4 bed House	6,750	72,656		930	10,010		7,680	82,667	
5 bed House	0	0		0	0		0	0	
1 bed Flat	441	4,749		1,765	18,995		2,206	23,744	
2 bed Flat	0	0		1,346	14,484		1,346	14,484	
	15,989	172,101		7,872	84,729		23,860	256,829	
AH % by floor area:			32.99% AH % by floor area due to mix						
Open Market Sales values (£) -									
	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)					
1 bed House	0	#DIV/0!	#DIV/0!	0					
2 bed House	350,000	4,667	434	17,062,500					
3 bed House	425,000	4,381	407	39,312,500					
4 bed House	550,000	3,667	341	28,875,000					
5 bed House	700,000	#DIV/0!	#DIV/0!	0					
1 bed Flat	250,000	5,000	465	9,375,000					
2 bed Flat	300,000	4,918	457	5,625,000					
				100,250,000					
Affordable Housing values (£) -									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £	% of MV	Intermediate £	% of MV	
1 bed House	0	50%	0	40%	0	70%	0	70%	
2 bed House	175,000	50%	140,000	40%	245,000	70%	245,000	70%	
3 bed House	212,500	50%	170,000	40%	250,000	70%	297,500	70%	
4 bed House	275,000	50%	220,000	40%	250,000	70%	385,000	70%	
5 bed House	350,000	50%	280,000	40%	250,000	70%	490,000	70%	
1 bed Flat	125,000	50%	100,000	40%	175,000	70%	175,000	70%	
2 bed Flat	150,000	50%	120,000	40%	210,000	70%	210,000	70%	

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Scheme Ref: **Dispersal villages C**  
 No Units: **250** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	30.0	@	350,000	10,500,000
3 bed House	67.5	@	425,000	28,687,500
4 bed House	45.0	@	550,000	24,750,000
5 bed House	0.0	@	700,000	-
1 bed Flat	7.5	@	250,000	1,875,000
2 bed Flat	0.0	@	300,000	-
	150.0			65,812,500
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	9.4	@	175,000	1,640,625
3 bed House	12.5	@	212,500	2,656,250
4 bed House	3.8	@	275,000	1,031,250
5 bed House	0.0	@	350,000	-
1 bed Flat	15.0	@	125,000	1,875,000
2 bed Flat	9.4	@	150,000	1,406,250
	50.0			8,609,375
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	1.9	@	140,000	262,500
3 bed House	2.5	@	170,000	425,000
4 bed House	0.8	@	220,000	165,000
5 bed House	0.0	@	280,000	-
1 bed Flat	3.0	@	100,000	300,000
2 bed Flat	1.9	@	120,000	225,000
	10.0			1,377,500
<b>First Homes GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	4.7	@	245,000	1,148,438
3 bed House	6.3	@	250,000	1,562,500
4 bed House	1.9	@	250,000	468,750
5 bed House	0.0	@	250,000	-
1 bed Flat	7.5	@	175,000	1,312,500
2 bed Flat	4.7	@	210,000	984,375
	25.0			5,476,563
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	2.8	@	245,000	689,063
3 bed House	3.8	@	297,500	1,115,625
4 bed House	1.1	@	385,000	433,125
5 bed House	0.0	@	490,000	-
1 bed Flat	4.5	@	175,000	787,500
2 bed Flat	2.8	@	210,000	590,625
	15.0	100.0		3,615,938
<b>Sub-total GDV Residential</b>				<b>84,891,875</b>
AH on-site cost analysis:				
644 £ psm (total GIA sqm)				
£MV (no AH) less EGDV (inc. AH)				15,358,125
61,433 £ per unit (total units)				
<b>Grant</b>				
100	AH units @	0	per unit	-
<b>Total GDV</b>				<b>84,891,875</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Statutory Planning Fees (Residential)				(50,459)
Planning Application Professional Fees, Surveys and reports				(150,000)
CIL	15,989 sqm (Market only)	0.00 £ psm		-
	0.00% % of GDV	0 £ per unit (total units)		
<b>CIL analysis:</b>				
Site Specific S106 Contributions	Net zero carbon housing	12,880	per dwelling	(2,495,500)
	Net zero carbon flats	5%	build cost	(245,229)
	Green belt loss mitigation	1,000	per dwelling	(250,000)
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	250 units @	0	per unit
<b>S106 analysis:</b>				
418,702 £ per ha				
3.52% % of GDV				
11,963 £ per unit (total units)				(2,990,729)
AH Commuted Sum	23,860 sqm (total)	0	£ psm	-
<b>Comm. Sum analysis:</b>				
0.00% % of GDV				

Scheme Ref: Dispersal villages C  
No Units: 250      Location / Value Zone: Lower      Development Scenario: Greenfield  
Notes:

cont./

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Scheme Ref: **Dispersal villages C**  
 No Units: **250** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes:

<b>Construction Costs -</b>				
Site Clearance, Demolition & Remediation	7.14	ha @	0	£ per ha (if brownfield)
Net Biodiversity Gain @ 20%	250	units @	1,211	£ per unit
				(302,855)
<b>Site Infrastructure costs -</b>				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
Year 11	0			-
Year 12	0			-
Year 13	0			-
Year 14	0			-
Year 15	0			-
total	250	units @	10,000	per unit
				(2,500,000)
<b>Infra. Costs analysis:</b> 350,000 £ per ha				
	2.94%	% of GDV	10,000	£ per unit (total ui)
				(2,500,000)
1 bed House	-	sqm @	1,234	psm
				-
2 bed House	3,656	sqm @	1,234	psm
				(4,511,813)
3 bed House	8,973	sqm @	1,234	psm
				(11,072,065)
4 bed House	7,680	sqm @	1,234	psm
				(9,477,120)
5 bed House	-	sqm @	1,234	psm
				-
1 bed Flat	2,206	sqm @	1,381	psm
				(3,046,324)
2 bed Flat	23,860	1,346	sqm @	1,381
				(1,858,257)
<b>External works</b>				
	29,965,578	@	15.0%	
			17,979	£ per unit
<b>Ext. Works analysis:</b>				
M4(2) Category 2 Housing	Aff units	100 units @	100%	@
			586	£ per unit
				(58,600)
M4(3) Category 3 Housing	Aff units	100 units @	5%	@
			11,386	£ per unit
				(56,930)
M4(2) Category 2 Housing	Mrkt units	150 units @	100%	@
			586	£ per unit
				(87,900)
M4(3) Category 3 Housing	Mrkt units	150 units @	5%	@
			11,386	£ per unit
				(85,395)
Carbon/Energy Reduction/FHS		250 units @	0	£ per unit
				-
EV Charging Points - Houses		194 units @	1,000	£ per unit
				(193,750)
EV Charging Points - Flats		14 units @	625	£ per unit
				(8,789)
Water Efficiency		250 units @	3,106	£ per unit
				(776,500)
Contingency (on construction)		38,531,134	@	5.0%
				(1,926,557)
<b>Professional Fees</b>				
		38,531,134	@	10.0%
				(3,853,113)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion		65,812,500	OMS @	3.00%
				7,898 £ per unit
				(1,974,375)
Residential Sales Agent Costs		65,812,500	OMS @	1.00%
				2,633 £ per unit
				(658,125)
Residential Sales Legal Costs		65,812,500	OMS @	0.25%
				658 £ per unit
				(164,531)
Affordable Sale Legal Costs				lump sum
				(10,000)
<b>Disposal Cost analysis:</b>				
				11,228 £ per unit
<b>Interest (on Development Costs) -</b>				
		7.50%	APR	0.604% pcm
				(342,854)
<b>Developers Profit -</b>				
Profit on OMS		65,812,500	20.00%	
				(13,162,500)
Margin on AH		19,079,375	6.00%	on AH values
				(1,144,763)
<b>Profit analysis:</b>				
		84,891,875	16.85%	blended GDV
				(14,307,263)
		50,651,877	28.25%	on costs
				(14,307,263)
<b>TOTAL COSTS</b>				<b>(64,959,140)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				19,932,735
SDLT	19,932,735	@	HMRC formula	(986,137)
Acquisition Agent fees	19,932,735	@	1.0%	(199,327)
Acquisition Legal fees	19,932,735	@	0.5%	(99,664)
Interest on Land	19,932,735	@	7.50%	(1,494,955)
Residual Land Value				<b>17,152,652</b>
<b>RLV analysis:</b> 68,611 £ per plot				
	2,401,371	£ per ha	971,822	£ per acre
				20.21% % RLV / GDV

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density (Net)		35.0	dph	
Site Area (Net)		7.14	ha	17.65 acres
Benchmark Land Value (Net)	9,413	£ per plot	329,466	£ per ha
				133,333
<b>BLV analysis:</b> Density				
		3,340	sqm/ha	14,551
				sqft/ac
				<b>2,353,327</b>

<b>BALANCE</b>				
Surplus/(Deficit)		2,071,905	£ per ha	838,489
				£ per acre
				<b>14,799,325</b>

Scheme Ref: Dispersal villages C  
No Units: 250      Location / Value Zone: Lower      Development Scenario: Greenfield  
Notes:

Scheme Ref:

Dispersal villages C

No Units:

250

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

**SENSITIVITY ANALYSIS**

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

Balance (RLV - BLV £ per acre)		838,489	25%	30%	35%	40%	45%	50%	55%
CIL Epsm 0.00	250.00		789,039	739,569	690,081	640,565	591,049	541,533	492,017
	260.00		779,140	730,330	681,480	632,625	583,771	534,917	486,062
	270.00		769,240	721,071	672,878	624,685	576,493	528,300	480,096
	280.00		759,339	711,808	664,277	616,746	569,215	521,683	474,125
	290.00		749,414	702,545	655,675	608,806	561,936	515,067	468,154
	300.00		739,489	693,282	647,074	600,866	554,658	508,444	462,182
	310.00		729,564	684,018	638,472	592,926	547,380	501,809	456,211
	320.00		719,640	674,755	629,871	584,986	540,102	495,175	450,240
	330.00		709,715	665,492	621,269	577,046	532,811	488,540	444,269
	340.00		699,790	656,229	612,668	569,107	525,513	481,905	438,298
	350.00		689,865	646,966	604,066	561,159	518,215	475,271	432,327
	360.00		679,941	637,703	595,465	553,197	510,917	468,636	426,356
	370.00		670,016	628,440	586,853	545,236	503,619	462,002	420,384
	380.00		660,091	619,176	578,228	537,274	496,321	455,367	414,413
	390.00		650,166	609,893	569,603	529,313	489,023	448,732	408,442
	400.00		640,232	600,605	560,978	521,351	481,725	442,098	402,455
	410.00		630,280	591,316	552,353	513,390	474,427	435,463	396,467
	420.00		620,328	582,028	543,728	505,428	467,128	428,824	390,478
	430.00		610,376	572,740	535,103	497,467	459,830	422,171	384,490
	440.00		600,424	563,451	526,478	489,505	452,532	415,517	378,501
	450.00		590,472	554,163	517,853	481,544	445,213	408,863	372,512
	460.00		580,520	544,874	509,228	473,579	437,894	402,209	366,524
	470.00		570,568	535,586	500,603	465,594	430,574	395,555	360,535
	480.00		560,617	526,297	491,963	457,609	423,255	388,901	354,547
	490.00		550,665	517,002	483,313	449,624	415,936	382,247	348,558
	500.00		540,710	507,686	474,663	441,640	408,616	375,593	342,570

**TABLE 2**

Balance (RLV - BLV £ per acre)		838,489	25%	30%	35%	40%	45%	50%	55%
Site Specific S106 11,963	20,000		788,864	722,880	656,823	590,765	524,673	458,508	392,298
	25,000		726,864	660,806	594,749	528,595	462,430	396,166	329,840
	30,000		664,790	598,682	532,517	466,327	400,034	333,663	267,180
	35,000		602,604	536,439	470,195	403,902	337,486	270,966	204,282
	40,000		540,356	474,063	407,749	341,309	274,751	208,039	141,111
	45,000		477,931	411,572	345,132	278,537	211,795	144,847	77,572
	50,000		415,395	348,931	282,323	215,552	148,583	81,291	13,600
	55,000		352,717	286,106	219,309	152,313	85,011	17,337	(50,947)
	60,000		289,862	223,061	156,037	88,731	21,075	(47,157)	(116,215)
	65,000		226,797	159,761	92,451	24,806	(43,375)	(112,337)	(182,495)
	70,000		163,485	96,171	28,531	(39,616)	(108,460)	(178,402)	(250,009)
	75,000		99,891	32,255	(35,857)	(104,606)	(174,349)	(245,660)	(317,828)
	80,000		35,980	(32,097)	(100,778)	(170,351)	(241,312)	(313,460)	(386,037)
	85,000		(28,338)	(96,949)	(166,378)	(237,057)	(309,111)	(381,564)	(454,602)
	90,000		(93,121)	(162,445)	(232,872)	(304,763)	(377,090)	(449,969)	(523,548)

**TABLE 3**

Balance (RLV - BLV £ per acre)		838,489	25%	30%	35%	40%	45%	50%	55%
Profit 20.0%	15.0%		1,236,613	1,157,350	1,078,088	998,825	919,563	840,295	760,965
	16.0%		1,196,529	1,119,938	1,043,348	966,758	890,168	813,573	736,914
	17.0%		1,156,445	1,082,527	1,008,609	934,691	860,772	786,850	712,864
	18.0%		1,116,360	1,045,115	973,869	902,623	831,377	760,127	688,813
	19.0%		1,076,276	1,007,703	939,129	870,556	801,982	733,404	664,763
	20.0%		1,036,192	970,291	904,390	838,489	772,587	706,682	640,712

**TABLE 4**

Balance (RLV - BLV £ per acre)		838,489	25%	30%	35%	40%	45%	50%	55%
BLV (£ per acre) 133,333	600,000	569,525	503,624	437,723	371,822	305,920	240,015	174,045	
	620,000	549,525	483,624	417,723	351,822	285,920	220,015	154,045	
	640,000	529,525	463,624	397,723	331,822	265,920	200,015	134,045	
	660,000	509,525	443,624	377,723	311,822	245,920	180,015	114,045	
	680,000	489,525	423,624	357,723	291,822	225,920	160,015	94,045	
	700,000	469,525	403,624	337,723	271,822	205,920	140,015	74,045	
	720,000	449,525	383,624	317,723	251,822	185,920	120,015	54,045	
	740,000	429,525	363,624	297,723	231,822	165,920	100,015	34,045	
	760,000	409,525	343,624	277,723	211,822	145,920	80,015	14,045	
	780,000	389,525	323,624	257,723	191,822	125,920	60,015	(5,955)	
	800,000	369,525	303,624	237,723	171,822	105,920	40,015	(25,955)	
	820,000	349,525	283,624	217,723	151,822	85,920	20,015	(45,955)	
	840,000	329,525	263,624	197,723	131,822	65,920	15	(65,955)	
	860,000	309,525	243,624	177,723	111,822	45,920	(19,985)	(85,955)	
	880,000	289,525	223,624	157,723	91,822	25,920	(39,985)	(105,955)	
	900,000	269,525	203,624	137,723	71,822	5,920	(59,985)	(125,955)	



Scheme Ref:

Dispersal villages C

No Units:

250

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

TABLE 5		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	838,489	25%	30%	35%	40%	45%	50%	55%
Density (dph) 35.0	35	1,036,192	970,291	904,390	838,489	772,587	706,682	640,712
	40	1,203,267	1,127,952	1,052,636	977,320	902,005	826,684	751,290
	45	1,370,342	1,285,612	1,200,882	1,116,152	1,031,422	946,686	861,868
	50	1,537,417	1,443,273	1,349,128	1,254,984	1,160,839	1,066,688	972,446
	55	1,704,492	1,600,933	1,497,374	1,393,815	1,290,256	1,186,690	1,083,024
	60	1,871,567	1,758,594	1,645,620	1,532,647	1,419,674	1,306,692	1,193,602
	65	2,038,642	1,916,254	1,793,867	1,671,479	1,549,091	1,426,694	1,304,180
	70	2,205,717	2,073,915	1,942,113	1,810,310	1,678,508	1,546,696	1,414,758
	75	2,372,792	2,231,576	2,090,359	1,949,142	1,807,925	1,666,698	1,525,335
	80	2,539,867	2,389,236	2,238,605	2,087,974	1,937,342	1,786,701	1,635,913
	85	2,706,943	2,546,897	2,386,851	2,226,805	2,066,760	1,906,703	1,746,491

TABLE 6		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	838,489	25%	30%	35%	40%	45%	50%	55%
Build Cost 100% (105% = 5% increase)	98%	1,077,104	1,010,781	944,428	878,055	811,683	745,310	678,937
	100%	1,036,192	970,291	904,390	838,489	772,587	706,682	640,712
	102%	995,211	929,781	864,351	798,922	733,454	667,958	602,461
	104%	954,229	889,271	824,305	759,281	694,257	629,233	564,173
	106%	913,247	848,713	784,162	719,611	655,060	590,451	525,815
	108%	872,176	808,098	744,020	679,942	615,780	551,619	487,432
	110%	831,088	767,483	703,849	640,162	576,474	512,749	448,961
	112%	790,000	726,809	663,595	600,382	537,116	473,803	410,448
	114%	748,820	686,081	623,341	560,532	497,694	434,812	371,856
	116%	707,618	645,353	582,998	520,635	458,223	395,744	333,181
	118%	666,400	604,513	542,625	480,681	418,679	356,599	294,444
	120%	625,077	563,665	502,185	440,660	379,061	317,402	255,591

TABLE 7		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	838,489	25%	30%	35%	40%	45%	50%	55%
Market Values 100% (105% = 5% increase)	80%	422,160	397,040	371,920	346,784	321,632	296,481	271,329
	82%	483,915	454,682	425,445	396,207	366,970	337,733	308,489
	84%	545,514	512,202	478,890	445,577	412,260	378,906	345,551
	86%	607,065	569,685	532,276	494,857	457,438	420,019	382,600
	88%	668,517	627,041	585,565	544,088	502,610	461,085	419,560
	90%	729,930	684,397	638,824	593,250	547,677	502,104	456,519
	92%	791,249	741,632	692,015	642,397	592,743	543,073	493,403
	94%	852,569	798,864	745,158	691,453	637,748	584,041	530,274
	96%	913,791	856,050	798,302	740,509	682,715	624,922	567,129
	98%	974,992	913,170	851,349	789,528	727,683	665,802	603,920
	100%	1,036,192	970,291	904,390	838,489	772,587	706,682	640,712
	102%	1,097,316	1,027,391	957,430	887,449	817,468	747,487	677,504
	104%	1,158,411	1,084,413	1,010,414	936,410	862,348	788,287	714,226
	106%	1,219,506	1,141,435	1,063,363	985,291	907,220	829,088	750,946
	108%	1,280,548	1,198,456	1,116,312	1,034,167	952,023	869,878	787,667
	110%	1,341,551	1,255,394	1,169,238	1,083,043	996,826	910,608	824,387
	112%	1,402,554	1,312,330	1,222,107	1,131,883	1,041,629	951,338	861,048
	114%	1,463,556	1,369,266	1,274,976	1,180,686	1,086,395	992,068	897,705
	116%	1,524,530	1,426,202	1,327,845	1,229,488	1,131,131	1,032,774	934,362
	118%	1,585,453	1,483,089	1,380,714	1,278,290	1,175,866	1,073,442	971,018
	120%	1,646,377	1,539,951	1,433,525	1,327,092	1,220,601	1,114,110	1,007,620

TABLE 8		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	838,489	25%	30%	35%	40%	45%	50%	55%
Grant (£ per unit) -	5,000	1,051,652	988,849	926,041	863,233	800,425	737,616	674,808
	10,000	1,067,082	1,007,402	947,692	887,977	828,262	768,546	708,831
	15,000	1,082,513	1,025,919	969,324	912,721	856,099	799,476	742,854
	20,000	1,097,943	1,044,435	990,927	937,419	883,911	830,403	776,877
	25,000	1,113,374	1,062,952	1,012,530	962,108	911,686	861,264	810,842
	30,000	1,128,805	1,081,469	1,034,133	986,797	939,461	892,125	844,789
	35,000	1,144,235	1,099,985	1,055,735	1,011,486	967,236	922,986	878,736
	40,000	1,159,666	1,118,502	1,077,338	1,036,175	994,991	953,807	912,623
	45,000	1,175,096	1,137,019	1,098,918	1,060,813	1,022,709	984,605	946,500
	50,000	1,190,526	1,155,501	1,120,476	1,085,452	1,050,427	1,015,402	980,377
	55,000	1,205,924	1,173,980	1,142,035	1,110,090	1,078,145	1,046,200	1,014,227

## NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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Scheme Ref: **Dispersal villages C**  
 No Units: **250** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes:

[ KPI's for Report Summary Table ]

[ note that this table is combined with other similar Scheme Typologies as a Summary table ]

[ please check that it captures the required KPI's that you would like carried forward to the Summary Table ]

<b>Scheme Ref:</b>	<b>Dispersal villages C</b>
No Units:	250
Location / Value Zone:	Lower
Development Scenario:	Greenfield
Notes:	0
Total GDV (£)	84,891,875

**Policy Assumptions**

<b>AH Target % (&amp; mix):</b>	<b>40%</b>
Affordable Rent:	50%
Social Rent:	10%
First Homes:	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%
CIL (£ psm)	-
CIL (£ per unit)	-
CIL Total (£)	-
Site Specific S106 (£ per unit)	11,963
Site Specific S106 Total (£)	2,990,729
Sub-total CIL+S106 (£ per unit)	11,963
Site Infrastructure (£ per unit)	10,000
Site Infrastructure Total (£)	2,500,000

<b>Sub-total CIL+S106+Infrastructure (£ per unit)</b>	<b>21,963</b>
---	---------------

<b>Profit KPI's</b>	
Developers Profit (% on OMS)	20.0%
Developers Profit (% on AH)	6.0%
Developers Profit (% blended)	16.85%
Developers Profit (% on costs)	28.25%
Developers Profit Total (£)	14,307,263

**Land Value KPI's**

<b>RLV (£/acre)</b>	<b>971,822</b>
RLV (£/ha)	2,401,371
RLV (% of GDV)	20.21%
RLV Total (£)	17,152,652

<b>BLV (£/acre)</b>	<b>133,333</b>
---------------------	----------------

BLV (£/ha)	329,466
BLV Total (£)	2,353,327
Surplus/Deficit (£/acre) [RLV-BLV]	838,489
Surplus/Deficit (£/ha)	2,071,905
Surplus/Deficit Total (£)	14,799,325
Surplus/Deficit (per unit)	59,197

<b>Plan Viability comments</b>	<b>Viable</b>
--------------------------------	---------------

<b>Viable</b>	if RLV > BLV
<b>Marginal</b>	if RLV < BLV, but RLV is positive
<b>Not Viable</b>	if RLV < BLV, and RLV is negative

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Scheme Ref: **Dispersal villages D**  
 No Units: **250** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			250 Units						
AH Policy requirement (% Target)			40%						
AH tenure split %			Affordable Rent:		50.0%		60.0% % Rented		
			Social Rent:		10.0%				
			First Homes:		25.0%				
			Other Intermediate (LCHO/Sub-Market etc.):		15.0%				
Open Market Sale (OMS) housing			16.0% % of total (>10% for NPPF para 64.)						
			60%						
			100% 100.0%						
CIL Rate (£ psm)			0.00 £ psm						
Unit mix -									
Mkt Units mix%	MV # units		AH mix%	AH # units		Overall mix%	Total # units		
1 bed House	0.0%	0.0	0.0%	0.0		0%	0.0		
2 bed House	20.0%	30.0	18.8%	18.8		20%	48.8		
3 bed House	45.0%	67.5	25.0%	25.0		37%	92.5		
4 bed House	30.0%	45.0	7.5%	7.5		21%	52.5		
5 bed House	0.0%	0.0	0.0%	0.0		0%	0.0		
1 bed Flat	5.0%	7.5	30.0%	30.0		15%	37.5		
2 bed Flat	0.0%	0.0	18.8%	18.8		8%	18.8		
Total number of units	100.0%	150.0	100.0%	100.0		100%	250.0		
OMS Unit Floor areas -									
Net area per unit			Net to Gross %			Gross (GIA) per unit			
(sqm)	(sqft)		%			(sqm)	(sqft)		
1 bed House	0.0	0				0.0	0		
2 bed House	75.0	807				75.0	807		
3 bed House	97.0	1,044				97.0	1,044		
4 bed House	150.0	1,615				150.0	1,615		
5 bed House	0.0	0				0.0	0		
1 bed Flat	50.0	538	85.0%			58.8	633		
2 bed Flat	61.0	657	85.0%			71.8	772		
AH Unit Floor areas -									
Net area per unit			Net to Gross %			Gross (GIA) per unit			
(sqm)	(sqft)		%			(sqm)	(sqft)		
1 bed House	0.0	0				0.0	0		
2 bed House	75.0	807				75.0	807		
3 bed House	97.0	1,044				97.0	1,044		
4 bed House	124.0	1,335				124.0	1,335		
5 bed House	0.0	0				0.0	0		
1 bed Flat	50.0	538	85.0%			58.8	633		
2 bed Flat	61.0	657	85.0%			71.8	772		
Total Gross Floor areas -									
Mkt Units GIA			AH units GIA			Total GIA (all units)			
(sqm)	(sqft)		(sqm)	(sqft)		(sqm)	(sqft)		
1 bed House	0	0	0	0		0	0		
2 bed House	2,250	24,219	1,406	15,137		3,656	39,356		
3 bed House	6,548	70,477	2,425	26,102		8,973	96,579		
4 bed House	6,750	72,656	930	10,010		7,680	82,667		
5 bed House	0	0	0	0		0	0		
1 bed Flat	441	4,749	1,765	18,995		2,206	23,744		
2 bed Flat	0	0	1,346	14,484		1,346	14,484		
	15,989	172,101	7,872	84,729		23,860	256,829		
AH % by floor area:			32.99% AH % by floor area due to mix						
Open Market Sales values (£) -									
£ OMS (per unit)	£psm	£psf	total MV £ (no AH)						
1 bed House	0	#DIV/0!	#DIV/0!	0					
2 bed House	350,000	4,667	434	17,062,500					
3 bed House	425,000	4,381	407	39,312,500					
4 bed House	550,000	3,667	341	28,875,000					
5 bed House	700,000	#DIV/0!	#DIV/0!	0					
1 bed Flat	250,000	5,000	465	9,375,000					
2 bed Flat	300,000	4,918	457	5,625,000					
				100,250,000					
Affordable Housing values (£) -									
Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £	% of MV	Intermediate £	% of MV		
1 bed House	0	0	40%	0	70%	0	70%		
2 bed House	175,000	140,000	40%	245,000	70%	245,000	70%		
3 bed House	212,500	170,000	40%	250,000	70%	297,500	70%		
4 bed House	275,000	220,000	40%	250,000	70%	385,000	70%		
5 bed House	350,000	280,000	40%	250,000	70%	490,000	70%		
1 bed Flat	125,000	100,000	40%	175,000	70%	175,000	70%		
2 bed Flat	150,000	120,000	40%	210,000	70%	210,000	70%		

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Scheme Ref: **Dispersal villages D**  
 No Units: **250** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	30.0	@	350,000	10,500,000
3 bed House	67.5	@	425,000	28,687,500
4 bed House	45.0	@	550,000	24,750,000
5 bed House	0.0	@	700,000	-
1 bed Flat	7.5	@	250,000	1,875,000
2 bed Flat	0.0	@	300,000	-
	150.0			65,812,500
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	9.4	@	175,000	1,640,625
3 bed House	12.5	@	212,500	2,656,250
4 bed House	3.8	@	275,000	1,031,250
5 bed House	0.0	@	350,000	-
1 bed Flat	15.0	@	125,000	1,875,000
2 bed Flat	9.4	@	150,000	1,406,250
	50.0			8,609,375
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	1.9	@	140,000	262,500
3 bed House	2.5	@	170,000	425,000
4 bed House	0.8	@	220,000	165,000
5 bed House	0.0	@	280,000	-
1 bed Flat	3.0	@	100,000	300,000
2 bed Flat	1.9	@	120,000	225,000
	10.0			1,377,500
<b>First Homes GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	4.7	@	245,000	1,148,438
3 bed House	6.3	@	250,000	1,562,500
4 bed House	1.9	@	250,000	468,750
5 bed House	0.0	@	250,000	-
1 bed Flat	7.5	@	175,000	1,312,500
2 bed Flat	4.7	@	210,000	984,375
	25.0			5,476,563
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	2.8	@	245,000	689,063
3 bed House	3.8	@	297,500	1,115,625
4 bed House	1.1	@	385,000	433,125
5 bed House	0.0	@	490,000	-
1 bed Flat	4.5	@	175,000	787,500
2 bed Flat	2.8	@	210,000	590,625
	15.0	100.0		3,615,938
<b>Sub-total GDV Residential</b>				<b>250</b>
AH on-site cost analysis:				
644 £ psm (total GIA sqm)				£MV (no AH) less EGDV (inc. AH) 15,358,125
				61,433 £ per unit (total units)
<b>Grant</b>				100 AH units @ 0 per unit
<b>Total GDV</b>				<b>84,891,875</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Statutory Planning Fees (Residential)				(50,459)
Planning Application Professional Fees, Surveys and reports				(150,000)
CIL				-
CIL analysis:				
15,989 sqm (Market only)				0.00 £ psm
0.00% % of GDV				0 £ per unit (total units)
Site Specific S106 Contributions	Net zero carbon housing	12,880 per dwelling		(2,495,500)
	Net zero carbon flats	5% build cost		(245,229)
	Green belt loss mitigation	1,000 per dwelling		(250,000)
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	250 units @	0 per unit	-
S106 analysis:				
418,702 £ per ha				3.52% % of GDV
				11,963 £ per unit (total units) (2,990,729)
AH Commuted Sum				23,860 sqm (total) 0 £ psm
Comm. Sum analysis:				0.00% % of GDV

Scheme Ref: Dispersal villages D  
No Units: 250      Location / Value Zone: Lower      Development Scenario: Brownfield  
Notes:

cont./

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Scheme Ref: **Dispersal villages D**  
 No Units: **250** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes:

<b>Construction Costs -</b>				
Site Clearance, Demolition & Remediation	7.14	ha @	110,000	£ per ha (if brownfield) (785,714)
Net Biodiversity Gain @ 20%	250	units @	1,211	£ per unit (302,855)
Site Infrastructure costs -				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
Year 11	0			-
Year 12	0			-
Year 13	0			-
Year 14	0			-
Year 15	0			-
total	250	units @	10,000	per unit (2,500,000)
Infra. Costs analysis:	350,000	£ per ha	2.94% % of GDV	10,000 £ per unit (total ui) (2,500,000)
1 bed House	-	sqm @	1,234	psm -
2 bed House	3,656	sqm @	1,234	psm (4,511,813)
3 bed House	8,973	sqm @	1,234	psm (11,072,065)
4 bed House	7,680	sqm @	1,234	psm (9,477,120)
5 bed House	-	sqm @	1,234	psm -
1 bed Flat	2,206	sqm @	1,381	psm (3,046,324)
2 bed Flat	23,860	1,346	sqm @	1,381 psm (1,858,257)
External works	29,965,578	@	15.0%	(4,494,837)
Ext. Works analysis:			17,979	£per unit
M4(2) Category 2 Housing	Aff units	100 units @	100% @	586 £ per unit (58,600)
M4(3) Category 3 Housing	Aff units	100 units @	5% @	11,386 £ per unit (56,930)
M4(2) Category 2 Housing	Mrkt units	150 units @	100% @	586 £ per unit (87,900)
M4(3) Category 3 Housing	Mrkt units	150 units @	5% @	11,386 £ per unit (85,395)
Carbon/Energy Reduction/FHS	250	units @	0	£ per unit -
EV Charging Points - Houses	194	units @	1,000	£ per unit (193,750)
EV Charging Points - Flats	14	units @	625	£ per unit (8,789)
Water Efficiency	250	units @	3,106	£ per unit (776,500)
Contingency (on construction)	39,316,848	@	5.0%	(1,965,842)
Professional Fees	39,316,848	@	10.0%	(3,931,685)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	65,812,500	OMS @	3.00%	7,898 £ per unit (1,974,375)
Residential Sales Agent Costs	65,812,500	OMS @	1.00%	2,633 £ per unit (658,125)
Residential Sales Legal Costs	65,812,500	OMS @	0.25%	658 £ per unit (164,531)
Affordable Sale Legal Costs				lump sum (10,000)
Disposal Cost analysis:			11,228	£ per unit
Interest (on Development Costs) -	7.50%	APR	0.604%	pcm (484,425)
<b>Developers Profit -</b>				
Profit on OMS	65,812,500		20.00%	(13,162,500)
Margin on AH	19,079,375		6.00% on AH values	(1,144,763)
Profit analysis:	84,891,875		16.85% blended GDV	(14,307,263)
	51,697,020		27.68% on costs	(14,307,263)
<b>TOTAL COSTS</b>				<b>(66,004,283)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				18,887,592
SDLT	18,887,592	@	HMRC formula	(933,880)
Acquisition Agent fees	18,887,592	@	1.0%	(188,876)
Acquisition Legal fees	18,887,592	@	0.5%	(94,438)
Interest on Land	18,887,592	@	7.50%	(1,416,569)
Residual Land Value				<b>16,253,830</b>
RLV analysis:	65,015	£ per plot	2,275,536	£ per ha
			920,897	£ per acre
			19.15%	% RLV / GDV

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density (Net)		35.0	dph	
Site Area (Net)		7.14	ha	17.65 acres
Benchmark Land Value (Net)	45,184	£ per plot	1,581,440	£ per ha
BLV analysis:	Density	3,340	sqm/ha	14,551 sqft/ac
				<b>11,296,000</b>

<b>BALANCE</b>				
Surplus/(Deficit)	694,096	£ per ha	280,897	£ per acre
				<b>4,957,830</b>

Scheme Ref: Dispersal villages D  
No Units: 250      Location / Value Zone: Lower      Development Scenario: Brownfield  
Notes:

Scheme Ref:

Dispersal villages D

No Units:

250

Location / Value Zone:

Lower

Development Scenario:

Brownfield

Notes:

**SENSITIVITY ANALYSIS**

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	280,897	25%	30%	35%	40%	45%	50%	55%
CIL Epsm 0.00	0.00	478,755	412,836	346,866	280,897	214,927	148,933	82,876
	10.00	468,879	403,596	338,287	272,977	207,668	142,317	76,921
	20.00	459,003	394,356	329,707	265,058	200,408	135,700	70,966
	30.00	449,106	385,117	321,127	257,138	193,148	129,084	65,011
	40.00	439,207	375,877	312,548	249,218	185,878	122,467	59,056
	50.00	429,307	366,638	303,968	241,299	178,600	115,851	53,102
	60.00	419,408	357,398	295,388	233,379	171,322	109,234	47,147
	70.00	409,508	348,158	286,809	225,459	164,043	102,618	41,192
	80.00	399,608	338,919	278,229	217,529	156,765	96,001	35,237
	90.00	389,709	329,679	269,650	209,589	149,487	89,384	29,271
	100.00	379,809	320,440	261,070	201,650	142,209	82,768	23,300
	110.00	369,910	311,200	252,489	193,710	134,931	76,151	17,329
	120.00	360,010	301,960	243,887	185,770	127,652	69,535	11,358
	130.00	350,111	292,721	235,286	177,830	120,374	62,918	5,387
	140.00	340,211	283,479	226,684	169,890	113,096	56,292	(585)
	150.00	330,311	274,216	218,083	161,950	105,818	49,658	(6,556)
	160.00	320,412	264,952	209,482	154,011	98,540	43,023	(12,527)
	170.00	310,499	255,689	200,880	146,071	91,262	36,388	(18,498)
	180.00	300,574	246,426	192,279	138,131	83,977	29,754	(24,469)
	190.00	290,649	237,163	183,677	130,191	76,679	23,119	(30,440)
	200.00	280,724	227,900	175,076	122,251	69,381	16,485	(36,411)
	210.00	270,799	218,637	166,474	114,311	62,083	9,850	(42,382)
	220.00	260,875	209,374	157,873	106,353	54,784	3,215	(48,354)
	230.00	250,950	200,110	149,271	98,392	47,486	(3,419)	(54,340)
	240.00	241,025	190,847	140,670	90,430	40,188	(10,054)	(60,328)
	250.00	231,100	181,584	132,048	82,469	32,890	(16,688)	(66,317)

**TABLE 2**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	280,897	25%	30%	35%	40%	45%	50%	55%
Site Specific S106 11,963	-	478,755	412,836	346,866	280,897	214,927	148,933	82,876
	5,000	416,889	350,920	284,950	218,974	152,917	86,859	20,768
	10,000	354,973	289,003	222,958	156,900	90,843	24,690	(41,475)
	15,000	292,998	226,941	160,884	94,777	28,612	(37,585)	(103,878)
	20,000	230,925	164,864	98,698	32,533	(33,717)	(100,009)	(166,439)
	25,000	168,785	102,620	36,445	(29,848)	(96,176)	(162,616)	(229,194)
	30,000	106,542	40,313	(25,980)	(92,353)	(158,800)	(225,409)	(292,178)
	35,000	44,181	(22,112)	(88,530)	(155,014)	(221,624)	(288,422)	(355,461)
	40,000	(18,266)	(84,707)	(151,229)	(217,868)	(284,684)	(351,738)	(419,090)
	45,000	(80,884)	(147,443)	(214,111)	(280,948)	(348,014)	(415,370)	(483,148)
	50,000	(143,658)	(210,354)	(277,212)	(344,290)	(411,650)	(479,410)	(547,742)
	55,000	(206,598)	(273,476)	(340,566)	(407,930)	(475,673)	(543,953)	(613,018)
	60,000	(269,740)	(336,843)	(404,210)	(471,935)	(540,163)	(609,141)	(679,218)
	65,000	(333,119)	(400,490)	(468,197)	(536,392)	(605,265)	(675,146)	(746,602)
	70,000	(396,770)	(464,460)	(532,633)	(601,411)	(671,123)	(742,253)	(814,401)

**TABLE 3**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	280,897	25%	30%	35%	40%	45%	50%	55%
Profit 20.0%	15.0%	679,176	599,895	520,564	441,233	361,902	282,547	203,128
	16.0%	639,092	562,483	485,824	409,166	332,507	255,824	179,078
	17.0%	599,008	525,071	451,085	377,099	303,112	229,101	155,027
	18.0%	558,923	487,659	416,345	345,031	273,717	202,379	130,977
	19.0%	518,839	450,247	381,606	312,964	244,322	175,656	106,926
	20.0%	478,755	412,836	346,866	280,897	214,927	148,933	82,876

**TABLE 4**

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	280,897	25%	30%	35%	40%	45%	50%	55%
BLV (£ per acre) 640,000	600,000	518,755	452,836	386,866	320,897	254,927	188,933	122,876
	620,000	498,755	432,836	366,866	300,897	234,927	168,933	102,876
	640,000	478,755	412,836	346,866	280,897	214,927	148,933	82,876
	660,000	458,755	392,836	326,866	260,897	194,927	128,933	62,876
	680,000	438,755	372,836	306,866	240,897	174,927	108,933	42,876
	700,000	418,755	352,836	286,866	220,897	154,927	88,933	22,876
	720,000	398,755	332,836	266,866	200,897	134,927	68,933	2,876
	740,000	378,755	312,836	246,866	180,897	114,927	48,933	(17,124)
	760,000	358,755	292,836	226,866	160,897	94,927	28,933	(37,124)
	780,000	338,755	272,836	206,866	140,897	74,927	8,933	(57,124)
	800,000	318,755	252,836	186,866	120,897	54,927	(11,067)	(77,124)
	820,000	298,755	232,836	166,866	100,897	34,927	(31,067)	(97,124)
	840,000	278,755	212,836	146,866	80,897	14,927	(51,067)	(117,124)
	860,000	258,755	192,836	126,866	60,897	(5,073)	(71,067)	(137,124)
	880,000	238,755	172,836	106,866	40,897	(25,073)	(91,067)	(157,124)
	900,000	218,755	152,836	86,866	20,897	(45,073)	(111,067)	(177,124)



Scheme Ref:

Dispersal villages D

No Units:

250

Location / Value Zone:

Lower

Development Scenario:

Brownfield

Notes:

TABLE 5		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	280,897	25%	30%	35%	40%	45%	50%	55%
Density (dph) 35.0	35	478,755	412,836	346,866	280,897	214,927	148,933	82,876
	40	645,830	570,515	495,141	419,747	344,354	268,960	193,479
	45	812,905	728,175	643,416	558,598	473,780	388,962	304,082
	50	979,980	885,836	791,690	697,448	603,206	508,964	414,685
	55	1,147,055	1,043,496	939,937	836,299	732,633	628,966	525,288
	60	1,314,130	1,201,157	1,088,183	975,149	862,059	748,969	635,878
	65	1,481,205	1,358,818	1,236,430	1,114,000	991,485	868,971	746,456
	70	1,648,280	1,516,478	1,384,676	1,252,850	1,120,912	988,973	857,034
	75	1,815,355	1,674,139	1,532,922	1,391,701	1,250,338	1,108,975	967,612
	80	1,982,431	1,831,799	1,681,168	1,530,537	1,379,764	1,228,977	1,078,190
	85	2,149,506	1,989,460	1,829,414	1,669,368	1,509,190	1,348,979	1,188,768

TABLE 6		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	280,897	25%	30%	35%	40%	45%	50%	55%
Build Cost 100% (105% = 5% increase)	98%	519,737	453,364	386,991	320,567	254,124	187,682	121,234
	100%	478,755	412,836	346,866	280,897	214,927	148,933	82,876
	102%	437,717	372,220	306,724	241,227	175,685	110,101	44,518
	104%	396,629	331,605	266,581	201,488	136,379	71,270	6,069
	106%	355,541	290,979	226,344	161,708	97,073	32,337	(32,402)
	108%	314,413	250,251	186,090	121,918	57,654	(6,609)	(70,969)
	110%	273,211	209,523	145,810	82,021	18,233	(45,651)	(109,561)
	112%	232,009	168,751	105,437	42,124	(21,287)	(84,719)	(148,279)
	114%	190,741	127,903	65,065	2,124	(60,832)	(123,904)	(187,048)
	116%	149,418	87,055	24,582	(37,897)	(100,486)	(163,130)	(225,901)
	118%	108,089	46,086	(15,916)	(78,024)	(140,172)	(202,463)	(264,882)
	120%	66,637	5,111	(56,519)	(118,177)	(179,985)	(241,894)	(303,961)

TABLE 7		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	280,897	25%	30%	35%	40%	45%	50%	55%
Market Values 100% (105% = 5% increase)	80%	(136,658)	(161,836)	(187,030)	(212,225)	(237,419)	(262,629)	(287,877)
	82%	(74,725)	(104,005)	(133,286)	(162,566)	(191,863)	(221,199)	(250,535)
	84%	(12,921)	(46,276)	(79,630)	(113,020)	(146,429)	(179,839)	(213,262)
	86%	48,808	11,366	(26,106)	(63,578)	(101,049)	(138,550)	(176,088)
	88%	110,407	68,882	27,356	(14,170)	(55,759)	(97,348)	(138,937)
	90%	171,957	126,374	80,742	35,110	(10,522)	(56,175)	(101,882)
	92%	233,409	183,740	134,070	84,390	34,651	(15,088)	(64,827)
	94%	294,846	241,095	187,328	133,562	79,795	25,978	(27,867)
	96%	356,165	298,372	240,579	182,724	124,860	66,996	9,092
	98%	417,485	355,604	293,722	231,841	169,925	107,965	46,004
	100%	478,755	412,836	346,866	280,897	214,927	148,933	82,876
	102%	539,956	469,975	399,993	329,953	259,895	189,838	119,747
	104%	601,156	527,095	453,034	378,973	304,863	230,718	156,572
	106%	662,353	584,216	506,074	427,933	349,792	271,598	193,364
	108%	723,448	641,303	559,115	476,894	394,672	312,451	230,156
	110%	784,543	698,325	612,108	525,854	439,553	353,251	266,948
	112%	845,638	755,347	665,057	574,766	484,433	394,052	303,670
	114%	906,685	812,369	718,006	623,642	529,279	434,852	340,391
	116%	967,687	869,330	770,955	672,518	574,082	475,645	377,111
	118%	1,028,690	926,266	823,842	721,394	618,885	516,375	413,831
	120%	1,089,693	983,202	876,711	770,220	663,687	557,105	450,522

TABLE 8		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	280,897	25%	30%	35%	40%	45%	50%	55%
Grant (£ per unit) -	5,000	494,220	431,412	368,569	305,700	242,832	179,963	117,069
	10,000	509,685	449,970	390,255	330,504	270,736	210,967	151,199
	15,000	525,150	468,528	411,906	355,284	298,640	241,972	185,304
	20,000	540,615	487,086	433,557	380,028	326,499	272,969	219,408
	25,000	556,080	505,644	455,208	404,772	354,336	303,899	253,463
	30,000	571,545	524,202	476,859	429,516	382,173	334,830	287,486
	35,000	587,010	542,760	498,510	454,260	410,010	365,760	321,509
	40,000	602,475	561,318	520,161	479,004	437,847	396,690	355,530
	45,000	617,940	579,866	541,788	503,710	465,633	427,555	389,478
	50,000	633,374	598,382	563,391	528,399	493,408	458,416	423,425
	55,000	648,804	616,899	584,994	553,088	521,183	489,277	457,372

## NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

210726 Cambridge strategic options residential appraisals\_v3

Scheme Ref: **Dispersal villages D**  
 No Units: **250** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes:

[ KPI's for Report Summary Table ]

[ note that this table is combined with other similar Scheme Typologies as a Summary table ]

[ please check that it captures the required KPI's that you would like carried forward to the Summary Table ]

<b>Scheme Ref:</b>	<b>Dispersal villages D</b>
No Units:	250
Location / Value Zone:	Lower
Development Scenario:	Brownfield
Notes:	0
Total GDV (£)	84,891,875
<b>Policy Assumptions</b>	
<b>AH Target % (&amp; mix):</b>	<b>40%</b>
Affordable Rent:	50%
Social Rent:	10%
First Homes:	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%
CIL (£ psm)	-
CIL (£ per unit)	-
CIL Total (£)	-
Site Specific S106 (£ per unit)	11,963
Site Specific S106 Total (£)	2,990,729
Sub-total CIL+S106 (£ per unit)	11,963
Site Infrastructure (£ per unit)	10,000
Site Infrastructure Total (£)	2,500,000
<b>Sub-total CIL+S106+Infrastructure (£ per unit)</b>	<b>21,963</b>
<b>Profit KPI's</b>	
Developers Profit (% on OMS)	20.0%
Developers Profit (% on AH)	6.0%
Developers Profit (% blended)	16.85%
Developers Profit (% on costs)	27.68%
Developers Profit Total (£)	14,307,263
<b>Land Value KPI's</b>	
<b>RLV (£/acre)</b>	<b>920,897</b>
RLV (£/ha)	2,275,536
RLV (% of GDV)	19.15%
RLV Total (£)	16,253,830
<b>BLV (£/acre)</b>	<b>640,000</b>
BLV (£/ha)	1,581,440
BLV Total (£)	11,296,000
Surplus/Deficit (£/acre) [RLV-BLV]	280,897
Surplus/Deficit (£/ha)	694,096
Surplus/Deficit Total (£)	4,957,830
Surplus/Deficit (per unit)	19,831
<b>Plan Viability comments</b>	<b>Viable</b>

<b>Viable</b>	if RLV > BLV
<b>Marginal</b>	if RLV < BLV, but RLV is positive
<b>Not Viable</b>	if RLV < BLV, and RLV is negative

## 210726 Cambridge strategic options residential appraisals\_v3 - Summary Table

Scheme Ref:	Urban A	Urban B	Urban C	Edge A	Edge B	Edge C	Edge D	Edge E	New settlement A	New settlement B	Dispersal villages A	Dispersal villages B	Dispersal villages C	Dispersal villages D	
No Units	700	50	700	3870	1935	500	3870	1935	5120	2560	50	50	250	250	
Location / Value Zone	Md	Md	Md	Md	Md	Md	Md	Md	Lower	Lower	Lower	Lower	Lower	Lower	
Development Scenario	Brownfield	Brownfield	Brownfield	Greenfield	Greenfield	Greenfield	Brownfield	Brownfield	Greenfield	Greenfield	Greenfield	Brownfield	Greenfield	Brownfield	
Notes	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Total GDV (£)		279,210,838	14,342,388	200,793,425	1,567,751,029	783,875,514	202,551,813	1,567,751,029	783,875,514	1,753,945,600	1,722,225,600	16,978,375	16,978,375	84,891,875	84,891,875
Policy Assumptions															
AH Target % (d.m.k)	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
Affordable Rent	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%
Social Rent	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
First Homes	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.)	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%
CL (£ per unit)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
CL Total (£)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Site Specific S105 (£ per unit)	11,588	6,483	6,483	11,588	11,588	12,347	11,588	11,588	11,588	12,227	11,487	11,963	11,963	11,963	11,963
Site Specific S105 Total (£)	8,110,297	324,129	4,537,799	44,838,355	22,419,177	6,173,350	44,838,355	22,419,177	62,694,812	58,815,879	586,146	586,146	2,960,729	2,960,729	2,960,729
Sub-total CL+S105 (£ per unit)	11,588	6,483	6,483	11,588	11,588	12,347	11,588	11,588	12,227	11,487	11,963	11,963	11,963	11,963	11,963
Site Infrastructure (£ per unit)	30,000	-	30,000	20,000	20,000	20,000	20,000	20,000	15,000	30,000	10,000	10,000	10,000	10,000	10,000
Site Infrastructure Total (£)	21,000,000	-	21,000,000	77,400,000	38,700,000	10,000,000	38,700,000	10,000,000	29,025,000	153,600,000	500,000	500,000	2,500,000	2,500,000	2,500,000
Sub-total CL+S105+Infrastructure (£ per unit)	41,588	6,483	36,483	31,588	31,588	32,347	31,588	31,588	27,227	41,487	21,963	21,963	21,963	21,963	21,963
Profit KPI's															
Developer Profit (% on OMB)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Developer Profit (% on AH)	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%
Developer Profit (% blended)	16.80%	16.17%	16.17%	16.80%	16.80%	16.80%	16.80%	16.80%	16.80%	16.80%	16.80%	16.80%	16.80%	16.80%	16.80%
Developer Profit (% on costs)	29.02%	21.83%	27.02%	31.21%	31.06%	31.52%	31.21%	31.52%	24.79%	24.39%	27.95%	27.95%	28.25%	27.88%	27.88%
Developer Profit Total (£)	47,181,650	2,318,993	32,485,908	293,350,472	131,875,236	34,024,409	293,350,472	131,875,236	296,084,736	289,940,736	2,881,453	2,881,453	14,307,263	14,307,263	14,307,263
Land Value KPI's															
RLV (£/acre)	2,590,777	7,209,146	2,923,352	1,856,977	1,856,977	1,642,223	1,856,977	1,856,977	1,688,051	717,083	664,812	812,293	761,718	971,822	920,867
RLV (£/ha)	6,401,811	17,813,800	7,223,804	4,094,389	4,094,389	4,097,933	4,094,389	4,094,389	4,186,231	1,771,862	1,642,258	2,087,177	1,882,204	2,401,371	2,275,538
RLV (% of GDV)	21.46%	20.79%	20.79%	20.79%	20.79%	20.79%	20.79%	20.79%	20.79%	20.79%	20.79%	20.79%	20.79%	20.79%	20.79%
RLV Total (£)	156,750,237	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897
RLV (£/acre)	688,714	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897
RLV (£/ha)	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897
RLV Total (£)	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897
System/Deficit (£/acre) [RLV-RLV]	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897
System/Deficit Total (£)	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897
System/Deficit Total (£)	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897
System/Deficit (per unit)	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897	1,016,987,897
Plan Viability comments	Viability	Viability	Viability	Viability	Viability	Viability	Viability	Viability	Viability	Viability	Viability	Viability	Viability	Viability	Viability

Scheme Ref No Units Notes	AAP housing and flattened 700		Location / Value Zone	Mid	Development Scenario	Brownfield	
ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme			700 Units				
AH Policy requirement (% Target)			40%				
AH tenure split %			Affordable Rent:		50.0%		
			Social Rent:		10.0%		
			First Homes:		25.0%		
			Other Intermediate (LCHO/Sub-Market etc.):		15.0%		
Open Market Sale (OMS) housing			60%		16.0% % of total (>10% for NPPF para 64.)		
			100%		100.0%		
CIL Rate (£ psm)			0.00 £ psm				
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units	
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
2 bed House	10.0%	42.0	18.8%	52.5	14%	94.5	
3 bed House	45.0%	189.0	25.0%	70.0	37%	259.0	
4 bed House	30.0%	126.0	7.5%	21.0	21%	147.0	
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
1 bed Flat	5.0%	21.0	30.0%	84.0	15%	105.0	
2 bed Flat	10.0%	42.0	18.8%	52.5	14%	94.5	
Total number of units	100.0%	420.0	100.0%	280.0	100%	700.0	
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)	
1 bed House	0.0	0			0.0	0	
2 bed House	75.0	807			75.0	807	
3 bed House	97.0	1,044			97.0	1,044	
4 bed House	150.0	1,615			150.0	1,615	
5 bed House	0.0	0			0.0	0	
1 bed Flat	50.0	538	85.0%		58.8	633	
2 bed Flat	70.0	753	85.0%		82.4	886	
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)	
1 bed House	0.0	0			0.0	0	
2 bed House	75.0	807			75.0	807	
3 bed House	97.0	1,044			97.0	1,044	
4 bed House	124.0	1,335			124.0	1,335	
5 bed House	0.0	0			0.0	0	
1 bed Flat	50.0	538	85.0%		58.8	633	
2 bed Flat	70.0	753	85.0%		82.4	886	
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)	
1 bed House	0	0	0	0	0	0	
2 bed House	3,150	33,906	3,938	42,383	7,088	76,289	
3 bed House	18,333	197,335	6,790	73,087	25,123	270,422	
4 bed House	18,900	203,438	2,604	28,029	21,504	231,467	
5 bed House	0	0	0	0	0	0	
1 bed Flat	1,235	13,297	4,941	53,188	6,176	66,483	
2 bed Flat	3,459	37,230	4,324	46,538	7,782	83,769	
	45,077	485,206	22,596	243,224	67,673	728,430	
AH % by floor area:			33.39% AH % by floor area due to mix				
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)			
1 bed House	0	#DIV/0!	#DIV/0!	0			
2 bed House	400,000	5,333	495	37,800,000			
3 bed House	500,000	5,155	479	129,500,000			
4 bed House	670,000	4,487	415	98,490,000			
5 bed House	0	#DIV/0!	#DIV/0!	0			
1 bed Flat	300,000	6,000	557	31,500,000			
2 bed Flat	365,000	5,214	484	34,492,500			
				331,782,500			
Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £	% of MV	Intermediate £ % of MV
1 bed House	0	50%	0	40%	0	70%	70%
2 bed House	200,000	50%	160,000	40%	250,000	70%	280,000 70%
3 bed House	250,000	50%	200,000	40%	250,000	70%	350,000 70%
4 bed House	335,000	50%	268,000	40%	250,000	70%	466,000 70%
5 bed House	0	50%	0	40%	0	70%	0 70%
1 bed Flat	150,000	50%	120,000	40%	210,000	70%	210,000 70%
2 bed Flat	182,500	50%	146,000	40%	250,000	70%	255,500 70%

Scheme Ref No Units Notes	AAP housing and flattened 700	Location / Value Zone	Mid	Development Scenario	Brownfield
<b>GROSS DEVELOPMENT VALUE</b>					
<b>OMS GDV -</b>	(part houses due to % mix)				
1 bed House	0.0	@	0		-
2 bed House	42.0	@	400,000		16,800,000
3 bed House	188.0	@	500,000		94,500,000
4 bed House	126.0	@	670,000		84,420,000
5 bed House	0.0	@	0		-
1 bed Flat	21.0	@	300,000		6,300,000
2 bed Flat	42.0	@	365,000		15,330,000
	420.0				217,350,000
<b>Affordable Rent GDV -</b>					
1 bed House	0.0	@	0		-
2 bed House	26.3	@	200,000		5,250,000
3 bed House	35.0	@	250,000		8,750,000
4 bed House	10.5	@	335,000		3,517,500
5 bed House	0.0	@	0		-
1 bed Flat	42.0	@	150,000		6,300,000
2 bed Flat	26.3	@	182,500		4,790,625
	140.0				28,608,125
<b>Social Rent GDV -</b>					
1 bed House	0.0	@	0		-
2 bed House	5.3	@	160,000		840,000
3 bed House	7.0	@	200,000		1,400,000
4 bed House	2.1	@	268,000		562,800
5 bed House	0.0	@	0		-
1 bed Flat	8.4	@	120,000		1,008,000
2 bed Flat	5.3	@	146,000		766,500
	28.0				4,577,300
<b>First Homes GDV -</b>					
1 bed House	0.0	@	0		-
2 bed House	13.1	@	250,000		3,281,250
3 bed House	17.5	@	250,000		4,375,000
4 bed House	5.3	@	250,000		1,312,500
5 bed House	0.0	@	0		-
1 bed Flat	21.0	@	210,000		4,410,000
2 bed Flat	13.1	@	250,000		3,281,250
	70.0				16,660,000
<b>Intermediate GDV -</b>					
1 bed House	0.0	@	0		-
2 bed House	7.9	@	280,000		2,205,000
3 bed House	10.5	@	350,000		3,675,000
4 bed House	3.2	@	469,000		1,477,350
5 bed House	0.0	@	0		-
1 bed Flat	12.6	@	210,000		2,646,000
2 bed Flat	7.9	@	255,500		2,012,063
	42.0	280.0			12,015,413
<b>Sub-total GDV Residential</b>	<b>700</b>				<b>279,210,838</b>
AH on-site cost analysis:				EMV (no AH) less EGDV (inc. AH)	52,571,663
			777 £ psm (total GIA sqm)	75,102 £ per unit (total units)	
<b>Grant</b>	280	AH units @	0	per unit	-
<b>Total GDV</b>					<b>279,210,838</b>

<b>DEVELOPMENT COSTS</b>					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(112,559)
Planning Application Professional Fees, Surveys and reports					(340,000)
CIL					-
CIL analysis:		45,077 sqm (Market only)	0.00% £ psm		
		0.00% % of GDV	0 £ per unit (total units)		
Site Specific S106 Contributions		12,880 per dwelling			(6,446,440)
Net zero carbon flats		5% build cost			(963,857)
Green belt loss mitigation		1,000 per dwelling			(105,000)
Year 4		0			-
Year 5		0			-
Year 6		0			-
Year 7		0			-
Year 8		0			-
Year 9		0			-
Year 10		0			-
Year 11		0			-
Year 12		0			-
Year 13		0			-
Year 14		0			-
Year 15		0			-
total		700 units @	0	per unit	-
S106 analysis:	805,210 £ per ha	2.66% % of GDV	10,736 £ per unit (total units)	(7,515,297)	
AH Commuted Sum		67,673 sqm (total)	0 £ psm		-
Comm. Sum analysis:		0.00% % of GDV			

Scheme Ref	AAP housing and flattened				
No Units	700	Location / Value Zone	Mid	Development Scenario	Brownfield
Notes					
cont./					



Scheme Ref	AAP housing and flattened		Location / Value Zone	Mid	Development Scenario		Brownfield
No Units	700						
Notes							
Construction Costs -							
Site Clearance, Demolition & Remediation		9.33	ha @		123,550	£ per ha (if brownfield)	(1,153,133)
Net Biodiveristy Gain @ 20%		700	units @		289	£ per unit	(202,419)
Site Infrastructure costs -							
Year 1			0				-
Year 2			0				-
Year 3			0				-
Year 4			0				-
Year 5			0				-
Year 6			0				-
Year 7			0				-
Year 8			0				-
Year 9			0				-
Year 10			0				-
Year 11			0				-
Year 12			0				-
Year 13			0				-
Year 14			0				-
Year 15			0				-
total			700	units @	30,000	per unit	(21,000,000)
Infra. Costs analysis:	2,250,000	£ per ha	7.52%	% of GDV	30,000	£ per unit (total ur	(21,000,000)
1 bed House			-	sqm @	1,234	psm	-
2 bed House			7,088	sqm @	1,234	psm	(8,745,975)
3 bed House			25,123	sqm @	1,234	psm	(31,001,782)
4 bed House			21,504	sqm @	1,234	psm	(26,535,936)
5 bed House			-	sqm @	1,234	psm	-
1 bed Flat			8,176	sqm @	1,381	psm	(8,529,706)
2 bed Flat	67,673		7,782	sqm @	1,381	psm	(10,747,429)
External works							
Ext. Works analysis:			85,560,828	@	15.0%		(12,834,124)
					18,334	£per unit	
M4(2) Category 2 Housing	Aff units	280	units @	100%	@	586	£ per unit (164,080)
M4(3) Category 3 Housing	Aff units	280	units @	5%	@	11,386	£ per unit (159,404)
M4(2) Category 2 Housing	Mrkt units	420	units @	100%	@	586	£ per unit (246,120)
M4(3) Category 3 Housing	Mrkt units	420	units @	5%	@	11,386	£ per unit (239,106)
Carbon/Energy Reduction/FHS		700	units @			0	£ per unit -
EV Charging Points - Houses		501	units @			1,000	£ per unit (500,500)
EV Charging Points - Flats		50	units @			625	£ per unit (31,172)
Water Efficiency		700	units @			3,109	£ per unit (2,178,300)
Contingency (on construction)		124,267,187	@		5.0%		(6,213,359)
Professional Fees		124,267,187	@		10.0%		(12,426,719)
Disposal Costs -							
OMS Marketing and Promotion		217,350,000	OMS @		3.00%	9,315	£ per unit (6,520,500)
Residential Sales Agent Costs		217,350,000	OMS @		1.00%	3,105	£ per unit (2,173,500)
Residential Sales Legal Costs		217,350,000	OMS @		0.25%	776	£ per unit (543,375)
Affordable Sale Legal Costs						lump sum	(10,000)
Disposal Cost analysis:						13,211	£ per unit
Interest (on Development Costs) -							
			7.50%	APR	0.604%	pcm	(1,787,022)
Developers Profit -							
Profit on OMS		217,350,000			20.00%		(43,470,000)
Margin on AH		61,860,838			8.00%	on AH values	(3,711,650)
Profit analysis:		279,210,838			16.90%	blended GDV	(47,181,650)
		161,909,517			29.14%	on costs	(47,181,650)
TOTAL COSTS (209,091,167)							
RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							70,119,670
SDLT		70,119,670	@		HMRC formula		(3,495,484)
Acquisition Agent fees		70,119,670	@		1.0%		(701,197)
Acquisition Legal fees		70,119,670	@		0.5%		(350,598)
Interest on Land		70,119,670	@		7.50%		(5,258,975)
Residual Land Value							60,313,416
RLV analysis:	86,162	£ per plot	6,462,152	£ per ha	2,615,197	£ per acre	
					21.60%	% RLV / GDV	
BENCHMARK LAND VALUE (BLV)							
Residential Density (Net)		75.0	dph				
Site Area (Net)		9.33	ha		23.06	acres	
Benchmark Land Value (Net)	22,592	£ per plot	1,694,399	£ per ha	685,714	£ per acre	15,814,393
BLV analysis:		Density	7,251	sqm/ha	31,585	sqft/ac	
BALANCE							
Surplus/(Deficit)		4,767,752	£ per ha		1,929,483	£ per acre	44,499,023

Scheme Ref	AAP housing and flattened				
No Units	700	Location / Value Zone	Mid	Development Scenario	Brownfield
Notes					



Scheme Ref  
No Units  
Notes

AAP housing and flattened  
700

Location / Value Zone

Mid

Development Scenario

Brownfield

#### SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

TABLE 1

TABLE 1		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	1,929,483	25%	30%	35%	40%	45%	50%	55%
CIL Epsm 0.00	500.00	1,391,588	1,281,250	1,170,913	1,060,575	950,225	839,864	729,504
	525.00	1,336,791	1,230,089	1,123,387	1,016,684	909,982	803,280	696,577
	550.00	1,281,914	1,178,870	1,075,826	972,783	869,739	766,695	663,651
	575.00	1,227,032	1,127,635	1,028,238	928,840	829,443	730,045	630,648
	600.00	1,171,982	1,076,255	980,528	884,800	789,073	693,345	597,618
	625.00	1,116,932	1,024,875	932,818	840,760	748,703	656,645	564,579
	650.00	1,061,756	973,370	884,985	798,599	708,213	619,827	531,442
	675.00	1,006,527	921,823	837,119	752,415	667,712	583,008	498,304
	700.00	951,198	870,182	789,166	708,149	627,133	546,117	465,100
	725.00	895,783	818,461	741,139	663,817	586,495	509,173	431,851
	750.00	840,272	766,655	693,039	619,422	545,805	472,188	398,571
	775.00	784,664	714,754	644,845	574,935	505,026	435,116	365,206
	800.00	728,940	662,756	596,571	530,387	464,202	398,018	331,833
	825.00	673,133	610,669	548,205	485,741	423,277	360,813	298,349
	850.00	617,164	558,447	499,730	441,013	382,297	323,580	264,863
	875.00	561,133	506,168	451,185	396,203	341,220	286,237	231,255
	900.00	504,907	453,695	402,484	351,272	300,061	248,849	197,638
	925.00	448,575	401,146	353,718	306,289	258,828	211,365	163,902
	950.00	392,129	348,464	304,798	261,132	217,467	173,801	130,136
	975.00	335,465	295,610	255,755	215,901	176,046	136,171	96,268
	1000.00	278,989	242,640	208,610	170,563	134,487	98,410	62,333
	1025.00	221,723	189,529	157,293	125,057	92,822	60,586	28,330
	1050.00	164,578	136,200	107,822	79,443	51,065	22,649	(5,793)
	1075.00	107,217	82,713	58,210	33,707	9,159	(15,410)	(39,979)
	1100.00	49,661	29,051	8,442	(12,207)	(32,884)	(63,561)	(74,265)
	1125.00	(8,110)	(24,805)	(41,518)	(58,284)	(75,051)	(91,822)	(108,674)

TABLE 2

TABLE 2		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	1,029,483	25%	30%	35%	40%	45%	50%	55%
Site Specific S106 -	50,000	1,125,393	941,357	757,044	572,360	387,171	201,265	14,334
	55,000	988,249	803,816	619,027	433,679	247,706	60,722	(127,067)
	60,000	850,528	665,607	480,187	294,121	107,110	(81,238)	(271,604)
	65,000	712,187	526,695	340,536	153,498	(34,809)	(224,941)	(417,945)
	70,000	573,203	386,950	199,886	11,620	(178,322)	(370,820)	(567,478)
	75,000	433,365	246,274	58,050	(131,706)	(323,816)	(519,478)	(721,199)
	80,000	292,662	104,479	(85,167)	(278,880)	(471,758)	(671,725)	(877,984)
	85,000	150,908	(38,629)	(230,047)	(424,262)	(622,861)	(827,922)	(1,035,962)
	90,000	7,910	(183,243)	(376,938)	(574,391)	(777,943)	(985,264)	(1,195,182)
	95,000	(136,526)	(329,734)	(526,288)	(728,067)	(934,893)	(1,143,861)	(1,355,900)
	100,000	(282,617)	(478,426)	(678,725)	(884,666)	(1,092,834)	(1,303,770)	(1,517,948)
	105,000	(430,754)	(629,873)	(834,687)	(1,042,172)	(1,252,103)	(1,464,886)	(1,681,480)
	110,000	(581,371)	(784,707)	(991,802)	(1,200,782)	(1,412,411)	(1,627,336)	(1,846,442)
	115,000	(734,950)	(941,431)	(1,149,906)	(1,360,525)	(1,574,023)	(1,791,165)	(2,012,911)
	120,000	(891,430)	(1,099,091)	(1,309,024)	(1,521,359)	(1,736,844)	(1,956,249)	(2,581,353)

TABLE 3

TABLE 3		Affordable Housing - % on site 40%							
Balance (RLV - BLV £ per acre)		1,929,483	25%	30%	35%	40%	45%	50%	55%
Profit 20.0%	15.0%		2,983,537	2,767,291	2,551,032	2,334,729	2,118,426	1,902,123	1,685,820
	16.0%		2,882,226	2,672,734	2,463,228	2,253,680	2,044,131	1,834,582	1,625,033
	17.0%		2,780,914	2,578,177	2,375,425	2,172,630	1,969,836	1,767,041	1,564,246
	18.0%		2,679,603	2,483,619	2,287,622	2,091,581	1,895,541	1,699,500	1,503,459
	19.0%		2,578,291	2,389,062	2,199,819	2,010,532	1,821,246	1,631,959	1,442,673
	20.0%		2,476,980	2,294,504	2,112,015	1,929,483	1,746,951	1,564,418	1,381,886

TABLE 4

TABLE 4		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	1,929,483	25%	30%	35%	40%	45%	50%	55%
BLV (£ per acre) 685,714	600,000	2,562,694	2,380,218	2,197,729	2,015,197	1,832,665	1,650,132	1,467,600
	620,000	2,542,694	2,360,218	2,177,729	1,995,197	1,812,665	1,630,132	1,447,600
	640,000	2,522,694	2,340,218	2,157,729	1,975,197	1,792,665	1,610,132	1,427,600
	660,000	2,502,694	2,320,218	2,137,729	1,955,197	1,772,665	1,590,132	1,407,600
	680,000	2,482,694	2,300,218	2,117,729	1,935,197	1,752,665	1,570,132	1,387,600
	700,000	2,462,694	2,280,218	2,097,729	1,915,197	1,732,665	1,550,132	1,367,600
	720,000	2,442,694	2,260,218	2,077,729	1,895,197	1,712,665	1,530,132	1,347,600
	740,000	2,422,694	2,240,218	2,057,729	1,875,197	1,692,665	1,510,132	1,327,600
	760,000	2,402,694	2,220,218	2,037,729	1,855,197	1,672,665	1,490,132	1,307,600
	780,000	2,382,694	2,200,218	2,017,729	1,835,197	1,652,665	1,470,132	1,287,600
	800,000	2,362,694	2,180,218	1,997,729	1,815,197	1,632,665	1,450,132	1,267,600
	820,000	2,342,694	2,160,218	1,977,729	1,795,197	1,612,665	1,430,132	1,247,600
	840,000	2,322,694	2,140,218	1,957,729	1,775,197	1,592,665	1,410,132	1,227,600
	860,000	2,302,694	2,120,218	1,937,729	1,755,197	1,572,665	1,390,132	1,207,600
	880,000	2,282,694	2,100,218	1,917,729	1,735,197	1,552,665	1,370,132	1,187,600
	900,000	2,262,694	2,080,218	1,897,729	1,715,197	1,532,665	1,350,132	1,167,600

Scheme Ref  
No Units  
Notes

AAP housing and flattened  
700

Location / Value Zone

Mid

Development Scenario

Brownfield

TABLE 5		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	1,929,483	25%	30%	35%	40%	45%	50%	55%
Density (dph) 75.0	35	760,596	875,414	590,232	505,051	419,838	334,615	249,392
	40	975,157	877,806	780,455	683,105	585,754	488,366	390,968
	45	1,189,717	1,080,198	970,678	861,159	751,639	642,117	532,544
	50	1,404,278	1,282,589	1,160,901	1,039,213	917,524	795,836	674,121
	55	1,618,838	1,484,981	1,351,124	1,217,267	1,083,410	949,553	815,695
	60	1,833,380	1,687,373	1,541,347	1,395,321	1,249,295	1,103,289	957,243
	65	2,047,914	1,889,764	1,731,570	1,573,375	1,415,180	1,256,985	1,098,791
	70	2,262,447	2,092,136	1,921,793	1,751,429	1,581,085	1,410,702	1,240,338
	75	2,476,980	2,294,504	2,112,015	1,929,483	1,746,951	1,564,418	1,381,886
	80	2,691,513	2,496,873	2,302,232	2,107,537	1,912,836	1,718,134	1,523,433
	85	2,906,046	2,699,241	2,492,435	2,285,591	2,078,721	1,871,851	1,664,981

TABLE 6		Affordable Housing - % on site 40%							
Balance (RLV - BLV £ per acre)	1,929,483	25%	30%	35%	40%	45%	50%	55%	
Build Cost 100% (105% = 5% increase)	98%	2,567,597	2,384,109	2,200,621	2,017,134	1,833,646	1,650,158	1,466,642	
	100%	2,476,980	2,294,504	2,112,015	1,929,483	1,746,951	1,564,418	1,381,886	
	102%	2,386,235	2,204,718	2,023,200	1,841,682	1,660,165	1,478,626	1,297,023	
	104%	2,295,390	2,114,887	1,934,384	1,753,801	1,573,215	1,392,630	1,212,045	
	106%	2,204,473	2,024,905	1,845,337	1,665,770	1,486,202	1,306,525	1,126,846	
	108%	2,113,389	1,934,839	1,756,268	1,577,610	1,398,952	1,220,294	1,041,507	
	110%	2,022,252	1,844,614	1,666,976	1,489,339	1,311,602	1,133,829	956,001	
	112%	1,930,919	1,754,302	1,577,604	1,400,854	1,224,103	1,047,211	870,297	
	114%	1,839,512	1,663,785	1,488,059	1,312,256	1,136,368	960,413	784,334	
	116%	1,747,921	1,573,196	1,398,335	1,223,473	1,048,468	873,407	698,138	
	118%	1,656,196	1,482,361	1,308,484	1,134,464	960,374	786,138	611,683	
	120%	1,564,334	1,391,392	1,218,402	1,045,276	872,059	698,612	524,938	

TABLE 7		Affordable Housing - % on site 40%							
Balance (RLV - BLV £ per acre)	1,029,483	25%	30%	35%	40%	45%	50%	55%	
Market Values 100% (105% = 5% increase)	80%	919,649	840,756	761,863	682,970	604,061	525,153	446,245	
	82%	1,076,535	987,201	897,867	808,533	719,179	629,822	540,466	
	84%	1,233,065	1,133,319	1,033,573	933,801	834,028	734,255	634,482	
	86%	1,389,300	1,279,138	1,168,977	1,058,815	948,853	838,492	728,330	
	88%	1,545,209	1,424,683	1,304,156	1,183,629	1,063,102	942,576	822,049	
	90%	1,700,909	1,570,037	1,439,164	1,308,292	1,177,419	1,046,514	915,593	
	92%	1,856,460	1,715,258	1,574,018	1,432,773	1,291,527	1,150,281	1,009,035	
	94%	2,011,776	1,880,219	1,708,662	1,557,105	1,405,547	1,253,990	1,102,396	
	96%	2,166,977	2,005,118	1,843,259	1,681,357	1,519,446	1,357,534	1,195,622	
	98%	2,322,028	2,149,833	1,977,637	1,805,442	1,633,246	1,461,050	1,288,812	
	100%	2,476,980	2,294,504	2,112,015	1,929,483	1,746,951	1,564,418	1,381,886	
	102%	2,631,789	2,438,993	2,248,197	2,053,401	1,860,605	1,667,786	1,474,917	
104%	2,786,593	2,583,481	2,380,364	2,177,248	1,974,131	1,771,015	1,567,898		
106%	2,941,179	2,727,813	2,514,447	2,301,080	2,087,858	1,874,221	1,660,784		
108%	3,095,766	2,872,094	2,648,422	2,424,750	2,201,078	1,977,406	1,753,669		
110%	3,250,322	3,016,375	2,782,397	2,548,419	2,314,441	2,080,463	1,846,488		
112%	3,404,707	3,160,500	2,916,293	2,672,086	2,427,805	2,183,521	1,939,238		
114%	3,559,082	3,304,593	3,050,093	2,795,594	2,541,094	2,286,579	2,031,960		
116%	3,713,477	3,448,686	3,183,894	2,919,102	2,654,310	2,389,518	2,124,727		
118%	3,867,746	3,592,736	3,317,694	3,042,610	2,767,526	2,492,442	2,217,358		
120%	4,021,950	3,736,660	3,451,369	3,166,079	2,880,742	2,595,365	2,309,989		

TABLE 8		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	1,929,483	25%	30%	35%	40%	45%	50%	55%
Grant (£ per unit)	5,000	2,510,476	2,334,700	2,158,924	1,983,148	1,807,372	1,631,573	1,455,756
	10,000	2,543,973	2,374,896	2,205,819	2,036,742	1,867,666	1,698,589	1,529,512
	15,000	2,577,469	2,415,092	2,252,714	2,090,337	1,927,959	1,765,582	1,603,204
	20,000	2,610,966	2,455,287	2,299,609	2,143,931	1,988,243	1,832,530	1,676,816
	25,000	2,644,462	2,495,483	2,346,457	2,197,427	2,048,398	1,899,368	1,750,339
	30,000	2,677,935	2,535,590	2,393,244	2,250,898	2,108,553	1,968,207	1,823,845
	35,000	2,711,355	2,575,693	2,440,031	2,304,369	2,168,707	2,032,974	1,897,208
	40,000	2,744,774	2,615,796	2,486,818	2,357,840	2,228,766	2,099,666	1,970,567
	45,000	2,778,193	2,655,899	2,533,605	2,411,219	2,288,789	2,166,358	2,043,852
	50,000	2,811,613	2,696,003	2,580,333	2,464,572	2,348,811	2,232,965	2,117,060
-	55,000	2,845,032	2,736,108	2,627,018	2,517,926	2,408,827	2,299,548	2,190,268

#### NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

Scheme Ref	AAP housing and flatted				
No Units	700	Location / Value Zone	Mid	Development Scenario	Brownfield
Notes					

Scheme Ref:	AAP housing and flatted
No Units:	700
Location / Value Zone:	Mid
Development Scenario:	Brownfield
Notes:	[ insert any relevant notes, comments or issues to highlight here]
Total GDV (£)	279,210,838
Policy Assumptions	
AH Target % (& mix):	40%
Affordable Rent:	50%
Social Rent:	10%
First Homes:	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%
CIL (£ psm)	-
CIL (£ per unit)	-
CIL Total (£)	-
Site Specific S106 (£ per unit)	10,736
Site Specific S106 Total (£)	7,515,297
Sub-total CIL+S106 (£ per unit)	10,736
Site Infrastructure (£ per unit)	30,000
Site Infrastructure Total (£)	21,000,000
Sub-total CIL+S106+Infrastructure (£ per unit)	40,736
Profit KPI's	
Developers Profit (% on OMS)	20.0%
Developers Profit (% on AH)	6.0%
Developers Profit (% blended)	16.90%
Developers Profit (% on costs)	29.14%
Developers Profit Total (£)	47,181,850
Land Value KPI's	
RLV (£/acre)	2,615,197
RLV (£/ha)	6,462,152
RLV (% of GDV)	21.60%
RLV Total (£)	60,313,416
BLV (£/acre)	685,714
BLV (£/ha)	1,694,399
BLV Total (£)	15,814,393
Surplus/Deficit (£/acre) [RLV-BLV]	1,929,483
Surplus/Deficit (£/ha)	4,767,752
Surplus/Deficit Total (£)	44,499,023
Surplus/Deficit (per unit)	63,570
Plan Viability comments	Viability

Viability	if RLV > BLV
Marginal	if RLV < BLV, but RLV is positive
Not Viable	if RLV < BLV, and RLV is negative



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Scheme Ref	Cambridge East Airport				
No Units	1000	Location / Value Zone	Mid	Development Scenario	Greenfield/brownfield
Notes	Site sits partly in mid value, part low value				

GROSS DEVELOPMENT VALUE					
<b>OMS GDV -</b>					
	(part houses due to % mix)				
1 bed House	0.0	@	0		-
2 bed House	60.0	@	400,000		24,000,000
3 bed House	270.0	@	500,000		135,000,000
4 bed House	180.0	@	670,000		120,600,000
5 bed House	0.0	@	0		-
1 bed Flat	30.0	@	300,000		9,000,000
2 bed Flat	60.0	@	365,000		21,900,000
	600.0				310,500,000
<b>Affordable Rent GDV -</b>					
1 bed House	0.0	@	0		-
2 bed House	37.5	@	200,000		7,500,000
3 bed House	50.0	@	250,000		12,500,000
4 bed House	15.0	@	335,000		5,025,000
5 bed House	0.0	@	0		-
1 bed Flat	60.0	@	150,000		9,000,000
2 bed Flat	37.5	@	182,500		6,843,750
	200.0				40,868,750
<b>Social Rent GDV -</b>					
1 bed House	0.0	@	0		-
2 bed House	7.5	@	160,000		1,200,000
3 bed House	10.0	@	200,000		2,000,000
4 bed House	3.0	@	288,000		804,000
5 bed House	0.0	@	0		-
1 bed Flat	12.0	@	120,000		1,440,000
2 bed Flat	7.5	@	148,000		1,095,000
	40.0				6,539,000
<b>First Homes GDV -</b>					
1 bed House	0.0	@	0		-
2 bed House	18.8	@	250,000		4,687,500
3 bed House	25.0	@	250,000		6,250,000
4 bed House	7.5	@	250,000		1,875,000
5 bed House	0.0	@	0		-
1 bed Flat	30.0	@	210,000		6,300,000
2 bed Flat	18.8	@	250,000		4,687,500
	100.0				23,800,000
<b>Intermediate GDV -</b>					
1 bed House	0.0	@	0		-
2 bed House	11.3	@	280,000		3,150,000
3 bed House	15.0	@	350,000		5,250,000
4 bed House	4.5	@	469,000		2,110,500
5 bed House	0.0	@	0		-
1 bed Flat	18.0	@	210,000		3,780,000
2 bed Flat	11.3	@	255,500		2,874,375
	60.0	400.0			17,184,875
<b>Sub-total GDV Residential</b>					
	1,000				398,872,625
<b>AH on-site cost analysis:</b>					
	789 £ psm (total GIA sqm)			EMV (no AH) less EGDV (inc. AH)	75,102,375
				75,102 £ per unit (total units)	
<b>Grant</b>					
	400	AH units @	0	per unit	-
<b>Total GDV</b>					
					398,872,625

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(153,959)
Planning Application Professional Fees, Surveys and reports					(480,000)
CIL					-
<b>CIL analysis:</b>					
Site Specific S106 Contributions	Net zero carbon housing	63,761 sqm (Market only)	0.00% % of GDV	0.00 £ psm	
	Net zero carbon flats	12,880 per dwelling		0 £ per unit (total units)	(9,209,200)
	Green belt loss mitigation	5% build cost			(1,278,237)
		1,000 per dwelling			(150,000)
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	1,000 units @		0 per unit	-
<b>S106 analysis:</b>					
	1,042,469 £ per ha	2.67% % of GDV		10,637 £ per unit (total units)	(10,637,437)
<b>AH Commuted Sum</b>					
		95,247 sqm (total)		0 £ psm	-
<b>Comm. Sum analysis:</b>					
		0.00% % of GDV			-

Scheme Ref	Cambridge East Airport				
No Units	1000	Location / Value Zone	Mid	Development Scenario	Greenfield/brownfield
Notes	Site sits partly in mid value, part low value				

cont./

Scheme Ref No Units Notes	Cambridge East Airport 1000 Site sits partly in mid value, part low value	Location / Value Zone Mid	Development Scenario Greenfield/brownfield	
<b>Construction Costs -</b>				
Site Clearance, Demolition & Remediation	10.20	ha @	0 £ per ha (if brownfield)	-
Net Biodiversity Gain @ 20%	1,000	units @	1,211 £ per unit	(1,211,420)
<b>Site Infrastructure costs -</b>				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
Year 11	0			-
Year 12	0			-
Year 13	0			-
Year 14	0			-
Year 15	0			-
total	1,000	units @	30,000 per unit	(30,000,000)
<b>Infra. Costs analysis:</b> 2,940,000 £ per ha				
	7.52%	% of GDV	30,000 £ per unit (total ui	(30,000,000)
1 bed House	-	sqm @	1,234 psm	-
2 bed House	10,125	sqm @	1,234 psm	(12,494,250)
3 bed House	35,800	sqm @	1,234 psm	(44,288,280)
4 bed House	30,720	sqm @	1,234 psm	(37,908,480)
5 bed House	-	sqm @	1,234 psm	-
1 bed Flat	8,824	sqm @	1,381 psm	(12,185,204)
2 bed Flat	95,247	9,688	sqm @ 1,381 psm	(13,379,453)
<b>External works</b>				
	120,255,737	@	15.0%	(18,038,381)
<b>Ext. Works analysis:</b>				
			18,038 £ per unit	
M4(2) Category 2 Housing	Aff units	400 units @	100% @	586 £ per unit (234,400)
M4(3) Category 3 Housing	Aff units	400 units @	5% @	11,386 £ per unit (227,720)
M4(2) Category 2 Housing	Mrkt units	600 units @	100% @	586 £ per unit (351,600)
M4(3) Category 3 Housing	Mrkt units	600 units @	5% @	11,386 £ per unit (341,580)
Carbon/Energy Reduction/FHS		1,000 units @		0 £ per unit -
EV Charging Points - Houses		715 units @		1,000 £ per unit (715,000)
EV Charging Points - Flats		71 units @		625 £ per unit (44,531)
Water Efficiency		1,000 units @		3,109 £ per unit (3,109,000)
Contingency (on construction)		174,529,349 @	5.0%	(8,728,467)
<b>Professional Fees</b>		174,529,349 @	10.0%	(17,452,935)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion		310,500,000 OMS @	3.00%	9,315 £ per unit (9,315,000)
Residential Sales Agent Costs		310,500,000 OMS @	1.00%	3,105 £ per unit (3,105,000)
Residential Sales Legal Costs		310,500,000 OMS @	0.25%	776 £ per unit (776,250)
Affordable Sale Legal Costs				lump sum (10,000)
<b>Disposal Cost analysis:</b>				
			13,206 £ per unit	
<b>Interest (on Development Costs) -</b>				
		7.50% APR	0.604% pcm	(4,466,421)
<b>Developers Profit -</b>				
Profit on OMS		310,500,000	20.00%	(62,100,000)
Margin on AH		88,372,625	0.00% on AH values	(5,302,358)
<b>Profit analysis:</b>				
		398,872,625	16.90% blended GDV	(67,402,358)
		229,632,819	29.35% on costs	(67,402,358)
<b>TOTAL COSTS</b>				<b>(297,035,176)</b>
<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				101,837,449
SDLT		101,837,449 @	HMRC formula	(5,081,372)
Acquisition Agent fees		101,837,449 @	1.0%	(1,018,374)
Acquisition Legal fees		101,837,449 @	0.5%	(509,187)
Interest on Land		101,837,449 @	7.50%	(7,837,809)
Residual Land Value				<b>87,590,706</b>
<b>RLV analysis:</b>				
	87,591 £ per plot	8,583,889 £ per ha	3,473,852 £ per acre	21.96% % RLV / GDV
<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density (Net)		98.0 dph		
Site Area (Net)		10.20 ha	25.21 acres	
Benchmark Land Value (Net)	6,598 £ per plot	646,579 £ per ha	261,667 £ per acre	<b>6,597,747</b>
<b>BLV analysis:</b>				
	Density	9,334 sqm/ha	40,681 sqft/ac	
<b>BALANCE</b>				
Surplus/(Deficit)		7,937,310 £ per ha	3,212,185 £ per acre	<b>80,992,959</b>

Scheme Ref	Cambridge East Airport				
No Units	1000	Location / Value Zone	Mid	Development Scenario	Greenfield/brownfield
Notes	Site sits partly in mid value, part low value				



Scheme Ref  
No Units  
Notes

Cambridge East Airport  
1000 Location / Value Zone Mid  
Site sits partly in mid value, part low value

Development Scenario Greenfield/brownfield

#### SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

TABLE 1		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	3,212,185	25%	30%	35%	40%	45%	50%	55%
CIL Epsm 0.00	500.00	2,517,008	2,374,463	2,231,888	2,089,333	1,946,788	1,804,166	1,661,504
	525.00	2,446,316	2,308,466	2,170,815	2,032,764	1,894,842	1,756,906	1,618,971
	550.00	2,375,805	2,242,468	2,109,277	1,976,087	1,842,857	1,709,647	1,576,381
	575.00	2,304,807	2,176,323	2,047,839	1,919,355	1,790,869	1,662,303	1,533,737
	600.00	2,233,918	2,110,160	1,986,402	1,862,576	1,738,748	1,614,920	1,491,093
	625.00	2,162,987	2,043,897	1,924,807	1,805,718	1,686,628	1,567,510	1,448,343
	650.00	2,091,913	1,977,562	1,863,211	1,748,835	1,634,418	1,520,002	1,405,585
	675.00	2,020,821	1,911,156	1,801,460	1,691,824	1,582,158	1,472,493	1,362,770
	700.00	1,949,558	1,844,643	1,739,728	1,634,814	1,529,842	1,424,868	1,319,894
	725.00	1,878,277	1,778,067	1,677,858	1,577,648	1,477,438	1,377,229	1,276,997
	750.00	1,806,818	1,711,372	1,615,926	1,520,481	1,424,994	1,329,497	1,234,000
	775.00	1,735,320	1,644,601	1,553,881	1,463,162	1,372,443	1,281,723	1,191,004
	800.00	1,663,859	1,577,717	1,491,775	1,405,833	1,319,851	1,233,867	1,147,883
	825.00	1,591,917	1,510,724	1,429,532	1,348,339	1,267,146	1,185,954	1,104,761
	850.00	1,520,047	1,443,646	1,367,245	1,290,819	1,214,386	1,137,954	1,061,522
	875.00	1,448,032	1,376,405	1,304,778	1,233,151	1,161,525	1,089,898	1,018,271
	900.00	1,375,935	1,309,095	1,242,255	1,175,415	1,108,575	1,041,735	974,895
	925.00	1,303,630	1,241,611	1,179,591	1,117,571	1,055,552	993,532	931,503
	950.00	1,231,209	1,174,005	1,118,800	1,059,596	1,002,392	945,188	887,984
	975.00	1,158,866	1,106,293	1,053,919	1,001,545	949,172	896,798	844,424
	1000.00	1,085,902	1,038,379	990,857	943,334	895,811	848,289	800,766
	1025.00	1,012,983	970,323	927,663	885,003	842,343	799,683	757,023
	1050.00	939,903	902,123	864,343	826,564	788,784	751,005	713,220
	1075.00	866,644	833,757	800,881	767,964	735,068	702,172	669,275
	1100.00	793,143	765,163	737,183	709,203	681,223	653,243	625,263
	1125.00	719,431	696,388	673,345	650,301	627,258	604,215	581,162

TABLE 2		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	3,212,185	25%	30%	35%	40%	45%	50%	55%
Site Specific S106 -	50,000	2,156,315	1,918,719	1,680,678	1,442,103	1,202,814	962,556	720,968
	55,000	1,977,831	1,739,723	1,501,096	1,261,750	1,021,497	779,977	538,676
	60,000	1,798,768	1,580,090	1,320,686	1,080,438	838,986	595,906	350,439
	65,000	1,619,081	1,379,822	1,139,379	897,995	655,103	410,038	161,760
	70,000	1,438,558	1,188,320	957,004	714,244	469,532	221,968	(29,939)
	75,000	1,257,261	1,016,006	773,384	528,992	281,994	31,229	(225,513)
	80,000	1,074,973	832,522	588,343	341,889	92,067	(162,879)	(426,138)
	85,000	891,589	647,680	401,643	152,626	(100,837)	(361,263)	(633,528)
	90,000	706,968	461,298	212,955	(39,310)	(297,469)	(565,228)	(850,297)
	95,000	520,896	273,104	21,868	(234,482)	(498,772)	(776,868)	(1,073,567)
	100,000	333,121	82,750	(172,069)	(433,675)	(706,238)	(967,341)	(1,299,602)
	105,000	143,387	(110,179)	(369,570)	(638,012)	(921,865)	(1,221,542)	(1,528,764)
	110,000	(48,680)	(306,247)	(571,465)	(849,085)	(1,144,680)	(1,448,473)	(1,781,046)
	115,000	(243,521)	(506,119)	(778,948)	(1,068,746)	(1,389,769)	(1,678,253)	(1,996,519)
	120,000	(441,760)	(710,804)	(993,733)	(1,292,265)	(1,597,460)	(1,910,950)	(2,238,246)

TABLE 3		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	3,212,185	25%	30%	35%	40%	45%	50%	55%
Profit 20.0%	15.0%	4,580,219	4,300,761	4,021,294	3,741,707	3,462,119	3,182,519	2,902,773
	16.0%	4,447,839	4,177,206	3,906,565	3,635,802	3,365,040	3,094,265	2,823,345
	17.0%	4,315,458	4,053,651	3,791,835	3,529,898	3,267,961	3,006,012	2,743,917
	18.0%	4,183,078	3,930,096	3,677,105	3,423,994	3,170,882	2,917,758	2,664,489
	19.0%	4,050,698	3,806,541	3,562,376	3,318,090	3,073,803	2,829,505	2,585,060
	20.0%	3,918,317	3,682,986	3,447,646	3,212,185	2,976,725	2,741,251	2,505,632

TABLE 4		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	3,212,185	25%	30%	35%	40%	45%	50%	55%
BLV (£ per acre) 261,667	600,000	3,579,984	3,344,653	3,109,313	2,873,852	2,638,392	2,402,918	2,167,299
	620,000	3,559,984	3,324,653	3,089,313	2,853,852	2,618,392	2,382,918	2,147,299
	640,000	3,539,984	3,304,653	3,069,313	2,833,852	2,598,392	2,362,918	2,127,299
	660,000	3,519,984	3,284,653	3,049,313	2,813,852	2,578,392	2,342,918	2,107,299
	680,000	3,499,984	3,264,653	3,029,313	2,793,852	2,558,392	2,322,918	2,087,299
	700,000	3,479,984	3,244,653	3,009,313	2,773,852	2,538,392	2,302,918	2,067,299
	720,000	3,459,984	3,224,653	2,989,313	2,753,852	2,518,392	2,282,918	2,047,299
	740,000	3,439,984	3,204,653	2,969,313	2,733,852	2,498,392	2,262,918	2,027,299
	760,000	3,419,984	3,184,653	2,949,313	2,713,852	2,478,392	2,242,918	2,007,299
	780,000	3,399,984	3,164,653	2,929,313	2,693,852	2,458,392	2,222,918	1,987,299
	800,000	3,379,984	3,144,653	2,909,313	2,673,852	2,438,392	2,202,918	1,967,299
	820,000	3,359,984	3,124,653	2,889,313	2,653,852	2,418,392	2,182,918	1,947,299
	840,000	3,339,984	3,104,653	2,869,313	2,633,852	2,398,392	2,162,918	1,927,299
	860,000	3,319,984	3,084,653	2,849,313	2,613,852	2,378,392	2,142,918	1,907,299
	880,000	3,299,984	3,064,653	2,829,313	2,593,852	2,358,392	2,122,918	1,887,299
	900,000	3,279,984	3,044,653	2,809,313	2,573,852	2,338,392	2,102,918	1,867,299

Scheme Ref  
No Units  
Notes

## Cambridge East Airport

1000

Location / Value Zone  
Site sits partly in mid value, part low value

Mid

Development Scenario

Greenfield/brownfield

TABLE 5		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	3,212,185	25%	30%	35%	40%	45%	50%	55%
Density (dph) 98.0	35	1,231,185	1,147,138	1,063,088	978,995	894,901	810,804	726,654
	40	1,444,449	1,348,395	1,252,338	1,156,232	1,060,125	964,014	867,843
	45	1,657,714	1,549,653	1,441,589	1,333,469	1,225,350	1,117,224	1,009,032
	50	1,870,978	1,750,911	1,630,840	1,510,707	1,390,574	1,270,434	1,150,220
	55	2,084,243	1,952,169	1,820,090	1,687,944	1,555,798	1,423,644	1,291,409
	60	2,297,507	2,153,427	2,009,341	1,865,181	1,721,022	1,576,854	1,432,598
	65	2,510,772	2,354,684	2,198,592	2,042,419	1,886,246	1,730,064	1,573,787
	70	2,724,036	2,555,942	2,387,842	2,219,656	2,051,470	1,883,274	1,714,875
	75	2,937,301	2,757,200	2,577,093	2,396,893	2,216,694	2,036,485	1,856,164
	80	3,150,565	2,958,458	2,768,344	2,574,131	2,381,918	2,189,695	1,997,353
	85	3,363,830	3,159,716	2,955,504	2,751,368	2,547,142	2,342,905	2,138,541
TABLE 6		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	3,212,185	25%	30%	35%	40%	45%	50%	55%
Build Cost 100% (105% = 5% increase)	98%	4,035,031	3,798,327	3,561,622	3,324,918	3,088,182	2,851,346	2,614,509
	100%	3,918,317	3,682,986	3,447,646	3,212,185	2,976,725	2,741,251	2,505,632
	102%	3,801,603	3,567,522	3,333,437	3,099,352	2,865,168	2,630,927	2,396,625
	104%	3,684,847	3,451,938	3,219,189	2,986,327	2,753,465	2,520,475	2,287,431
	106%	3,567,687	3,336,214	3,104,730	2,873,224	2,641,562	2,408,881	2,176,012
	108%	3,450,482	3,220,376	2,990,168	2,759,887	2,529,532	2,296,047	2,063,405
	110%	3,333,248	3,104,349	2,875,449	2,646,414	2,417,313	2,183,020	1,950,585
	112%	3,215,767	2,988,245	2,760,528	2,532,804	2,304,860	2,070,793	1,848,527
	114%	3,098,206	2,871,873	2,645,482	2,418,926	2,192,221	1,958,342	1,736,206
	116%	2,980,450	2,755,388	2,530,217	2,304,868	2,079,371	1,853,642	1,627,596
	118%	2,862,515	2,638,734	2,414,733	2,190,611	1,966,284	1,741,666	1,516,673
	120%	2,744,456	2,521,818	2,299,084	2,076,131	1,852,922	1,629,389	1,405,410
TABLE 7		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	3,212,185	25%	30%	35%	40%	45%	50%	55%
Market Values 100% (105% = 5% increase)	80%	1,878,120	1,778,022	1,677,923	1,577,825	1,477,726	1,377,567	1,277,394
	82%	2,083,807	1,970,111	1,856,357	1,742,602	1,628,848	1,515,074	1,401,231
	84%	2,288,965	2,161,678	2,034,342	1,908,974	1,779,606	1,652,234	1,524,765
	86%	2,493,888	2,352,833	2,211,931	2,070,987	1,930,043	1,789,085	1,648,032
	88%	2,698,034	2,543,643	2,389,172	2,234,687	2,080,202	1,925,668	1,771,067
	90%	2,902,060	2,734,114	2,566,118	2,398,122	2,230,125	2,062,020	1,893,904
	92%	3,105,779	2,924,298	2,742,817	2,561,336	2,379,782	2,198,180	2,016,577
	94%	3,309,204	3,114,261	2,919,319	2,724,311	2,529,249	2,334,187	2,139,025
	96%	3,512,444	3,304,058	3,095,582	2,887,080	2,678,579	2,469,999	2,261,356
	98%	3,715,506	3,493,583	3,271,659	3,049,736	2,827,724	2,605,664	2,383,587
	100%	3,918,317	3,682,986	3,447,646	3,212,185	2,976,725	2,741,251	2,505,632
	102%	4,121,074	3,872,231	3,623,382	3,374,533	3,125,837	2,876,838	2,627,640
	104%	4,323,558	4,061,329	3,799,101	3,536,743	3,274,377	3,012,010	2,749,477
	106%	4,526,041	4,250,314	3,974,586	3,698,859	3,423,070	3,147,186	2,871,301
	108%	4,728,279	4,439,194	4,150,072	3,860,846	3,571,619	3,282,361	2,992,959
	110%	4,930,503	4,627,936	4,325,370	4,022,804	3,720,107	3,417,382	3,114,617
	112%	5,132,594	4,816,678	4,500,630	4,184,582	3,868,534	3,552,371	3,236,147
	114%	5,334,577	5,005,203	4,675,830	4,346,361	4,016,832	3,687,302	3,357,637
	116%	5,536,559	5,193,721	4,850,882	4,508,043	4,165,129	3,822,118	3,479,107
	118%	5,738,374	5,382,219	5,025,934	4,669,630	4,313,326	3,956,934	3,600,441
	120%	5,940,136	5,570,530	5,200,924	4,831,216	4,461,446	4,091,677	3,721,775
TABLE 8		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre)	3,212,185	25%	30%	35%	40%	45%	50%	55%
Grant (£ per unit) -	5,000	3,982,059	3,735,475	3,508,892	3,282,309	3,055,817	2,828,922	2,602,227
	10,000	4,005,800	3,787,965	3,570,130	3,352,295	3,134,460	2,916,580	2,698,650
	15,000	4,049,541	3,840,455	3,631,368	3,422,281	3,213,195	3,004,108	2,795,021
	20,000	4,093,220	3,892,915	3,692,606	3,492,268	3,291,929	3,091,591	2,891,252
	25,000	4,136,877	3,945,304	3,753,730	3,562,156	3,370,583	3,179,009	2,987,436
	30,000	4,180,534	3,997,692	3,814,850	3,632,008	3,449,166	3,266,324	3,083,482
	35,000	4,224,192	4,050,081	3,875,970	3,701,860	3,527,749	3,353,639	3,179,514
	40,000	4,267,849	4,102,470	3,937,091	3,771,691	3,606,255	3,440,819	3,275,383
	45,000	4,311,506	4,154,854	3,998,134	3,841,413	3,684,693	3,527,972	3,371,252
	50,000	4,355,152	4,207,146	4,059,141	3,911,136	3,763,131	3,615,115	3,466,999
	55,000	4,398,728	4,259,438	4,120,149	3,980,859	3,841,529	3,702,114	3,562,698

## NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

<b>Scheme Ref</b>	<b>Cambridge East Airport</b>			
<b>No Units</b>	<b>1000</b>	<b>Location / Value Zone</b>	<b>Mid</b>	<b>Development Scenario</b>
<b>Notes</b>	<b>Greenfield/brownfield</b> Site sits partly in mid value, part low value			

<b>Scheme Ref:</b>	<b>Cambridge East Airport</b>
<b>No Units:</b>	<b>1000</b>
<b>Location / Value Zone:</b>	<b>Mid</b>
<b>Development Scenario:</b>	<b>Greenfield/brownfield</b>
<b>Notes:</b>	Site sits partly in mid value, part low value
<b>Total GDV (£)</b>	398,872,625
<b>Policy Assumptions</b>	

<b>AH Target % (&amp; mix):</b>	<b>40%</b>
---------------------------------	------------

Affordable Rent:	50%
Social Rent:	10%
First Homes:	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%
CIL (£ psm)	-
CIL (£ per unit)	-
CIL Total (£)	-
Site Specific S106 (£ per unit)	10,637
Site Specific S106 Total (£)	10,637,437
Sub-total CIL+S106 (£ per unit)	10,637
Site Infrastructure (£ per unit)	30,000
Site Infrastructure Total (£)	30,000,000

<b>Sub-total CIL+S106+Infrastructure (£ per unit)</b>	<b>40,637</b>
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<b>Profit KPI's</b>	
Developers Profit (% on OMS)	20.0%
Developers Profit (% on AH)	6.0%
Developers Profit (% blended)	16.90%
Developers Profit (% on costs)	29.35%
Developers Profit Total (£)	67,402,358
<b>Land Value KPI's</b>	

<b>RLV (£/acre)</b>	<b>3,473,852</b>
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RLV (£/ha)	8,583,889
RLV (% of GDV)	21.96%
RLV Total (£)	87,500,706

<b>BLV (£/acre)</b>	<b>261,667</b>
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BLV (£/ha)	646,579
BLV Total (£)	6,507,747
Surplus/Deficit (£/acre) [RLV-BLV]	3,212,185
Surplus/Deficit (£/ha)	7,937,310
Surplus/Deficit Total (£)	80,992,959
Surplus/Deficit (per unit)	80,993

<b>Plan Viability comments</b>	<b>Viable</b>
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<b>Viable</b>	if RLV > BLV
<b>Marginal</b>	if RLV < BLV, but RLV is positive
<b>Not Viable</b>	if RLV < BLV, and RLV is negative



Scheme Ref No Units Notes	Cambourne 1000	Location / Value Zone	Lower	Development Scenario	Greenfield			
ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme			1,000 Units					
AH Policy requirement (% Target)			40%					
AH tenure split %			60.0% % Rented					
Affordable Rent:			50.0%					
Social Rent:			10.0%					
First Homes:			25.0%					
Other Intermediate (LCHO/Sub-Market etc.):			15.0%					
Open Market Sale (OMS) housing			16.0% % of total (>10% for NPPF para 64.)					
			80%					
			100%					
			100.0%					
CIL Rate (£ psm)			0.00 £ psm					
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	10.0%	60.0	18.8%	75.0	14%	135.0		
3 bed House	45.0%	270.0	25.0%	100.0	37%	370.0		
4 bed House	30.0%	180.0	7.5%	30.0	21%	210.0		
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
1 bed Flat	5.0%	30.0	30.0%	120.0	15%	150.0		
2 bed Flat	10.0%	60.0	18.8%	75.0	14%	135.0		
Total number of units	100.0%	600.0	100.0%	400.0	100%	1,000.0		
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	0.0	0			0.0	0		
2 bed House	75.0	807			75.0	807		
3 bed House	97.0	1,044			97.0	1,044		
4 bed House	150.0	1,615			150.0	1,615		
5 bed House	0.0	0			0.0	0		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	61.0	657	85.0%		71.8	772		
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	0.0	0			0.0	0		
2 bed House	75.0	807			75.0	807		
3 bed House	97.0	1,044			97.0	1,044		
4 bed House	124.0	1,335			124.0	1,335		
5 bed House	0.0	0			0.0	0		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	61.0	657	85.0%		71.8	772		
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)		
1 bed House	0	0	0	0	0	0		
2 bed House	4,500	48,438	5,625	60,547	10,125	108,985		
3 bed House	26,190	281,907	9,700	104,410	35,890	386,317		
4 bed House	27,000	290,626	3,720	40,042	30,720	330,667		
5 bed House	0	0	0	0	0	0		
1 bed Flat	1,765	18,995	7,059	75,981	8,824	94,976		
2 bed Flat	4,306	46,348	5,382	57,935	9,688	104,283		
	63,761	686,313	31,466	338,914	95,247	1,025,228		
AH % by floor area:		33.06% AH % by floor area due to mix						
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)				
1 bed House	0	#DIV/0!	#DIV/0!	0				
2 bed House	350,000	4,867	434	47,250,000				
3 bed House	425,000	4,381	407	157,250,000				
4 bed House	550,000	3,867	341	115,500,000				
5 bed House	700,000	#DIV/0!	#DIV/0!	0				
1 bed Flat	250,000	5,000	465	37,500,000				
2 bed Flat	300,000	4,918	457	40,500,000				
				388,000,000				
Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £	% of MV	Intermediate £	% of MV
1 bed House	0	50%	0	40%	0	70%	0	70%
2 bed House	175,000	50%	140,000	40%	245,000	70%	245,000	70%
3 bed House	212,500	50%	170,000	40%	250,000	70%	297,500	70%
4 bed House	275,000	50%	220,000	40%	250,000	70%	385,000	70%
5 bed House	350,000	50%	280,000	40%	250,000	70%	490,000	70%
1 bed Flat	125,000	50%	100,000	40%	175,000	70%	175,000	70%
2 bed Flat	150,000	50%	120,000	40%	210,000	70%	210,000	70%

Scheme Ref No Units Notes	Cambourne 1000	Location / Value Zone	Lower	Development Scenario	Greenfield
<b>GROSS DEVELOPMENT VALUE</b>					
<b>OMS GDV -</b>		(part houses due to % mix)			
1 bed House	0.0	@	0	-	
2 bed House	60.0	@	350,000	21,000,000	
3 bed House	270.0	@	425,000	114,750,000	
4 bed House	180.0	@	550,000	99,000,000	
5 bed House	0.0	@	700,000	-	
1 bed Flat	30.0	@	250,000	7,500,000	
2 bed Flat	60.0	@	300,000	18,000,000	
	600.0			260,250,000	
<b>Affordable Rent GDV -</b>					
1 bed House	0.0	@	0	-	
2 bed House	37.5	@	175,000	6,562,500	
3 bed House	50.0	@	212,500	10,625,000	
4 bed House	15.0	@	275,000	4,125,000	
5 bed House	0.0	@	350,000	-	
1 bed Flat	60.0	@	125,000	7,500,000	
2 bed Flat	37.5	@	150,000	5,625,000	
	200.0			34,437,500	
<b>Social Rent GDV -</b>					
1 bed House	0.0	@	0	-	
2 bed House	7.5	@	140,000	1,050,000	
3 bed House	10.0	@	170,000	1,700,000	
4 bed House	3.0	@	220,000	660,000	
5 bed House	0.0	@	280,000	-	
1 bed Flat	12.0	@	100,000	1,200,000	
2 bed Flat	7.5	@	120,000	900,000	
	40.0			5,510,000	
<b>First Homes GDV -</b>					
1 bed House	0.0	@	0	-	
2 bed House	18.8	@	245,000	4,593,750	
3 bed House	25.0	@	250,000	6,250,000	
4 bed House	7.5	@	250,000	1,875,000	
5 bed House	0.0	@	250,000	-	
1 bed Flat	30.0	@	175,000	5,250,000	
2 bed Flat	18.8	@	210,000	3,937,500	
	100.0			21,906,250	
<b>Intermediate GDV -</b>					
1 bed House	0.0	@	0	-	
2 bed House	11.3	@	245,000	2,756,250	
3 bed House	15.0	@	297,500	4,462,500	
4 bed House	4.5	@	385,000	1,732,500	
5 bed House	0.0	@	460,000	-	
1 bed Flat	18.0	@	175,000	3,150,000	
2 bed Flat	11.3	@	210,000	2,362,500	
	60.0	400.0		14,463,750	
<b>Sub-total GDV Residential</b>					
	1,000			336,567,500	
<b>AH on-site cost analysis:</b>					
	645 £ psm (total GIA sqm)			EMV (no AH) less EGDV (inc. AH)	61,432,500
				61,433 £ per unit (total units)	
<b>Grant</b>	400	AH units @	0	per unit	-
<b>Total GDV</b>					336,567,500

<b>DEVELOPMENT COSTS</b>					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(153,959)
Planning Application Professional Fees, Surveys and reports					(480,000)
CIL					-
<b>CIL analysis:</b>					
Site Specific S106 Contributions	Net zero carbon housing	63,761 sqm (Market only)	0.00% % of GDV	0.00 £ psm	-
	Net zero carbon flats	12,880 per dwelling		0 £ per unit (total units)	(9,209,200)
	Green belt loss mitigation	5% build cost			(1,278,237)
		1,000 per dwelling			(150,000)
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	1,000 units @		0 per unit	-
<b>S106 analysis:</b>	478,685 £ per ha	3.18% % of GDV		10,637 £ per unit (total units)	(10,637,437)
<b>AH Commuted Sum</b>		95,247 sqm (total)		0 £ psm	-
<b>Comm. Sum analysis:</b>		0.00% % of GDV			-

Scheme Ref	Cambourne	Location / Value Zone	Lower	Development Scenario	Greenfield
No Units	1000				
Notes					

cont./

Scheme Ref	Cambourne	Location / Value Zone	Lower	Development Scenario	Greenfield
No Units	1000				
Notes					
Construction Costs -					
Site Clearance, Demolition & Remediation		22.22 ha @		0 £ per ha (if brownfield)	-
Net Biodiveristy Gain @ 20%		1,000 units @		1,211 £ per unit	(1,211,420)
Site Infrastructure costs -					
Year 1		0			-
Year 2		0			-
Year 3		0			-
Year 4		0			-
Year 5		0			-
Year 6		0			-
Year 7		0			-
Year 8		0			-
Year 9		0			-
Year 10		0			-
Year 11		0			-
Year 12		0			-
Year 13		0			-
Year 14		0			-
Year 15		0			-
total		1,000 units @		30,000 per unit	(30,000,000)
Infra. Costs analysis:	1,350,000 £ per ha	8.91% % of GDV		30,000 £ per unit (total ur	(30,000,000)
1 bed House		- sqm @		1,234 psm	-
2 bed House		10,125 sqm @		1,234 psm	(12,494,250)
3 bed House		35,890 sqm @		1,234 psm	(44,288,260)
4 bed House		30,720 sqm @		1,234 psm	(37,908,480)
5 bed House		- sqm @		1,234 psm	-
1 bed Flat		8,824 sqm @		1,381 psm	(12,185,294)
2 bed Flat	95,247	9,688 sqm @		1,381 psm	(13,379,453)
External works					
		120,255,737 @		15.0%	(18,038,361)
Ext. Works analysis:				18,038 £per unit	
M4(2) Category 2 Housing	Aff units	400 units @	100% @	586 £ per unit	(234,400)
M4(3) Category 3 Housing	Aff units	400 units @	5% @	11,386 £ per unit	(227,720)
M4(2) Category 2 Housing	Mrkt units	600 units @	100% @	586 £ per unit	(351,600)
M4(3) Category 3 Housing	Mrkt units	600 units @	5% @	11,386 £ per unit	(341,580)
Carbon/Energy Reduction/FHS		1,000 units @		0 £ per unit	-
EV Charging Points - Houses		715 units @		1,000 £ per unit	(715,000)
EV Charging Points - Flats		71 units @		625 £ per unit	(44,531)
Water Efficiency		1,000 units @		3,109 £ per unit	(3,109,000)
Contingency (on construction)		174,529,349 @		5.0%	(8,726,467)
Professional Fees		174,529,349 @		10.0%	(17,452,935)
Disposal Costs -					
OMS Marketing and Promotion		260,250,000 OMS @		3.00%	7,808 £ per unit
Residential Sales Agent Costs		260,250,000 OMS @		1.00%	2,603 £ per unit
Residential Sales Legal Costs		260,250,000 OMS @		0.25%	651 £ per unit
Affordable Sale Legal Costs					lump sum
Disposal Cost analysis:				11,071 £ per unit	
Interest (on Development Costs) -					
		7.50% APR		0.604% pcm	(5,616,914)
Developers Profit -					
Profit on OMS		260,250,000		20.00%	(52,050,000)
Margin on AH		76,317,500		8.00% on AH values	(4,579,050)
Profit analysis:		336,567,500		16.83% blended GDV	(56,629,050)
		228,647,687		24.77% on costs	(56,629,050)
TOTAL COSTS					(285,276,737)
RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					51,290,763
SDLT		51,290,763 @		HMRC formula	(2,554,038)
Acquisition Agent fees		51,290,763 @		1.0%	(512,908)
Acquisition Legal fees		51,290,763 @		0.5%	(256,454)
Interest on Land		51,290,763 @		7.50%	(3,846,807)
Residual Land Value					44,120,556
RLV analysis:	44,121 £ per plot	1,985,425 £ per ha		803,491 £ per acre	
				13.11% % RLV / GDV	
BENCHMARK LAND VALUE (BLV)					
Residential Density (Net)		45.0 dph			
Site Area (Net)		22.22 ha		54.91 acres	
Benchmark Land Value (Net)	9,152 £ per plot	411,834 £ per ha		166,667 £ per acre	9,151,870
BLV analysis:	Density	4,286 sqm/ha		18,671 sqft/ac	
BALANCE					
Surplus/(Deficit)		1,573,591 £ per ha		636,824 £ per acre	34,968,686

Scheme Ref	Cambourne				
No Units	1000	Location / Value Zone	Lower	Development Scenario	Greenfield
Notes					



Scheme Ref  
No Units  
Notes

Cambourne  
1000

Location / Value Zone

Lower

Development Scenario

Greenfield

**SENSITIVITY ANALYSIS**

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

Balance (RLV - BLV £ per acre)		636,824	25%	30%	35%	40%	45%	50%	55%
CIL Epsm 0.00	250.00	552,507	492,815	432,824	372,509	312,241	251,793	191,098	
	260.00	539,267	480,220	421,078	361,817	302,408	242,821	182,969	
	270.00	526,027	467,824	409,533	351,125	292,575	233,820	174,838	
	280.00	512,756	455,428	397,987	340,433	282,719	224,820	166,678	
	290.00	499,475	442,992	386,412	329,707	272,852	215,820	158,520	
	300.00	486,195	430,558	374,829	318,980	262,988	206,791	150,359	
	310.00	472,899	418,124	363,246	308,253	253,103	197,759	142,171	
	320.00	459,577	405,661	351,643	297,500	243,203	188,727	133,983	
	330.00	446,255	393,187	340,022	286,736	233,303	179,688	125,791	
	340.00	432,929	380,713	328,401	275,973	223,387	170,603	117,572	
	350.00	419,594	368,216	316,765	265,186	213,452	161,539	109,354	
	360.00	406,199	355,701	305,105	254,386	203,517	152,444	101,125	
	370.00	392,834	343,188	293,445	243,585	193,564	143,346	92,875	
	380.00	379,425	330,649	281,788	232,758	183,593	134,244	84,626	
	390.00	366,016	318,092	270,068	221,920	173,623	125,113	76,356	
	400.00	352,606	305,535	258,368	211,082	163,628	115,981	68,074	
	410.00	339,152	292,951	246,645	200,209	153,619	106,834	59,792	
	420.00	325,698	280,351	234,904	189,332	143,611	97,688	51,477	
	430.00	312,234	267,751	223,162	178,447	133,596	88,501	43,163	
	440.00	298,734	255,113	211,386	167,530	123,521	79,304	34,831	
	450.00	285,233	242,468	199,603	156,613	113,459	70,102	26,483	
	460.00	271,709	229,815	187,810	145,672	103,378	60,886	18,132	
	470.00	258,161	217,125	175,983	134,714	93,293	51,648	9,749	
	480.00	244,613	204,435	164,156	123,751	83,172	42,409	1,367	
	490.00	231,021	191,714	152,299	112,752	73,050	33,134	(7,042)	
	500.00	217,425	178,978	140,428	101,752	62,904	23,858	(15,460)	

**TABLE 2**

Balance (RLV - BLV £ per acre)	636,824	25%	30%	35%	40%	45%	50%	55%
Site Specific S106 -	24,000	494,699	402,373	319,734	236,651	152,991	68,547	(17,040)
	26,000	451,290	368,815	285,971	202,829	118,854	33,755	(52,447)
	28,000	417,807	335,160	252,060	168,466	84,119	(1,257)	(88,165)
	30,000	384,241	301,398	218,083	134,155	49,405	(36,534)	(124,242)
	32,000	350,585	267,523	183,941	99,687	14,470	(72,093)	(160,718)
	34,000	316,824	233,532	149,656	65,021	(20,683)	(107,963)	(197,640)
	36,000	282,952	199,416	115,221	30,171	(56,107)	(144,182)	(235,075)
	38,000	248,971	165,158	80,626	(4,897)	(91,810)	(180,805)	(273,103)
	40,000	214,872	130,755	45,837	(40,188)	(127,823)	(217,858)	(311,808)
	42,000	180,647	96,197	10,854	(75,750)	(164,181)	(255,424)	(351,302)
	44,000	146,287	61,478	(24,338)	(111,587)	(200,929)	(293,557)	(391,718)
	46,000	111,769	26,576	(59,767)	(147,734)	(238,119)	(332,338)	(432,619)
	48,000	77,094	(8,536)	(95,455)	(184,228)	(275,793)	(371,889)	(473,729)
	50,000	42,253	(43,843)	(131,417)	(221,097)	(314,021)	(412,310)	(515,075)
	52,000	7,239	(79,407)	(167,888)	(258,398)	(352,887)	(453,211)	(556,682)

**TABLE 3**

Balance (RLV - BLV £ per acre)		636,824	25%	30%	35%	40%	45%	50%	55%
Profit 20.0%	15.0%		1,135,221	1,037,118	938,931	840,621	742,186	643,566	544,733
	16.0%		1,084,271	989,565	894,775	799,862	704,823	609,599	514,164
	17.0%		1,033,322	942,012	850,619	759,102	667,460	575,833	483,594
	18.0%		982,372	894,459	806,463	718,343	630,098	541,667	453,024
	19.0%		931,423	846,907	762,307	677,583	592,735	507,701	422,455
	20.0%		880,474	799,354	718,151	636,824	555,372	473,734	391,885

**TABLE 4**

Balance (RLV - BLV £ per acre)		636,824	25%	30%	35%	40%	45%	50%	55%
BLV (£ per acre) 166,667	600,000	447,141	366,021	284,818	203,491	122,039	40,401	(41,448)	
	620,000	427,141	346,021	264,818	183,491	102,039	20,401	(61,448)	
	640,000	407,141	326,021	244,818	163,491	82,039	401	(81,448)	
	660,000	387,141	306,021	224,818	143,491	62,039	(19,599)	(101,448)	
	680,000	367,141	286,021	204,818	123,491	42,039	(39,599)	(121,448)	
	700,000	347,141	266,021	184,818	103,491	22,039	(59,599)	(141,448)	
	720,000	327,141	246,021	164,818	83,491	2,039	(79,599)	(161,448)	
	740,000	307,141	226,021	144,818	63,491	(17,961)	(99,599)	(181,448)	
	760,000	287,141	206,021	124,818	43,491	(37,961)	(119,599)	(201,448)	
	780,000	267,141	186,021	104,818	23,491	(57,961)	(139,599)	(221,448)	
	800,000	247,141	166,021	84,818	3,491	(77,961)	(159,599)	(241,448)	
	820,000	227,141	146,021	64,818	(16,509)	(97,961)	(179,599)	(261,448)	
	840,000	207,141	126,021	44,818	(36,509)	(117,961)	(199,599)	(281,448)	
	860,000	187,141	106,021	24,818	(56,509)	(137,961)	(219,599)	(301,448)	
	880,000	167,141	86,021	4,818	(76,509)	(157,961)	(239,599)	(321,448)	
	900,000	147,141	66,021	(15,182)	(96,509)	(177,961)	(259,599)	(341,448)	

Scheme Ref No Units Notes	Cambourne 1000	Location / Value Zone	Lower	Development Scenario	Greenfield			
TABLE 5								
Balance (RLV - BLV £ per acre)	636,824	Affordable Housing - % on site 40%						
		25%	30%	35%	40%	45%	50%	55%
	35	647,776	584,682	521,524	458,270	394,919	331,423	267,762
	40	764,125	692,018	619,837	547,547	475,145	402,579	329,824
Density (dph)	45	880,474	799,354	718,151	636,824	555,372	473,734	391,885
45.0	50	996,823	906,889	816,464	726,100	635,598	544,890	453,946
	55	1,113,172	1,014,025	914,777	815,377	715,825	616,048	516,008
	60	1,229,520	1,121,361	1,013,090	904,654	796,051	687,202	578,069
	65	1,345,869	1,228,696	1,111,403	993,930	876,278	758,357	640,130
	70	1,462,218	1,338,032	1,209,716	1,083,207	956,504	829,513	702,192
	75	1,578,567	1,443,368	1,308,029	1,172,484	1,036,731	900,669	764,253
	80	1,694,916	1,550,703	1,406,342	1,261,761	1,116,957	971,824	826,314
	85	1,811,265	1,658,039	1,504,655	1,351,037	1,197,184	1,042,980	888,376
TABLE 6								
Balance (RLV - BLV £ per acre)	636,824	Affordable Housing - % on site 40%						
		25%	30%	35%	40%	45%	50%	55%
	98%	935,033	853,363	771,632	689,786	607,837	525,754	443,472
	100%	880,474	799,354	718,151	636,824	555,372	473,734	391,885
Build Cost	102%	825,789	745,203	664,514	583,689	502,696	421,504	340,042
100%	104%	770,965	690,899	610,707	530,357	449,818	369,038	287,927
(105% = 5% increase)	106%	715,991	636,428	556,718	476,828	396,723	316,299	235,487
	108%	660,853	581,778	502,534	423,090	343,346	263,254	182,684
	110%	605,538	526,936	448,143	369,076	289,696	209,873	129,463
	112%	550,033	471,888	393,491	314,812	235,728	156,107	75,770
	114%	494,325	416,588	338,585	260,215	181,388	101,905	21,537
	116%	438,369	361,035	283,370	205,282	126,637	47,201	(33,332)
	118%	382,164	305,195	227,836	149,962	71,411	(8,084)	(88,955)
	120%	325,690	249,043	171,933	94,204	15,662	(64,044)	(145,449)
TABLE 7								
Balance (RLV - BLV £ per acre)	636,824	Affordable Housing - % on site 40%						
		25%	30%	35%	40%	45%	50%	55%
	80%	72,342	43,111	13,752	(15,751)	(45,460)	(75,403)	(105,654)
	82%	155,858	121,191	86,600	51,863	16,947	(18,201)	(53,659)
Market Values	84%	238,087	198,405	158,606	118,667	78,547	38,209	(2,429)
100%	86%	319,841	274,955	229,954	184,810	139,502	93,976	48,171
(105% = 5% increase)	88%	401,019	350,932	300,744	250,423	199,928	149,241	98,273
	90%	481,720	428,459	371,089	315,584	259,918	204,068	147,940
	92%	562,032	501,585	441,039	380,367	319,543	258,531	197,256
	94%	642,035	576,410	510,686	444,849	378,871	312,683	246,269
	96%	721,741	650,941	580,055	509,053	437,908	366,589	295,015
	98%	801,208	725,248	649,203	573,043	496,736	420,253	343,554
	100%	880,474	799,354	718,151	636,824	555,372	473,734	391,885
	102%	959,580	873,278	786,911	700,426	613,820	527,048	440,048
	104%	1,038,489	947,043	855,524	763,881	672,122	580,210	488,065
	106%	1,117,284	1,020,670	923,993	827,207	730,295	633,234	535,951
	108%	1,195,967	1,094,178	992,338	890,409	788,355	686,138	583,720
	110%	1,274,510	1,167,589	1,060,580	953,494	846,292	738,935	631,394
	112%	1,352,965	1,240,897	1,128,740	1,016,491	904,138	791,840	678,958
	114%	1,431,358	1,314,103	1,196,811	1,079,418	961,909	844,269	726,455
	116%	1,509,634	1,387,259	1,264,786	1,142,252	1,019,615	896,830	773,857
	118%	1,587,868	1,460,316	1,332,724	1,205,016	1,077,222	949,295	821,194
	120%	1,666,019	1,533,330	1,400,562	1,267,741	1,134,792	1,001,718	868,484
TABLE 8								
Balance (RLV - BLV £ per acre)	636,824	Affordable Housing - % on site 40%						
		25%	30%	35%	40%	45%	50%	55%
	5,000	900,927	823,928	746,880	669,722	592,485	515,118	437,589
	10,000	921,359	848,472	775,564	702,568	629,517	556,382	483,132
Grant (£ per unit)	15,000	941,780	873,015	804,198	735,378	666,479	597,537	528,526
-	20,000	962,162	897,497	832,832	768,105	703,379	638,593	573,782
	25,000	982,561	921,978	861,394	800,809	740,194	679,558	618,909
	30,000	1,002,912	946,440	889,955	833,451	776,947	720,442	663,919
	35,000	1,023,263	970,861	918,460	866,059	813,657	761,245	708,821
	40,000	1,043,614	995,283	946,952	898,620	850,289	801,958	753,627
	45,000	1,063,942	1,019,676	975,410	931,144	886,878	842,612	798,346
	50,000	1,084,245	1,044,039	1,003,834	963,628	923,423	883,216	842,989
	55,000	1,104,548	1,068,403	1,032,257	996,080	959,904	923,728	887,552

## NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

<b>Scheme Ref</b>	<b>Cambourne</b>	<b>Location / Value Zone</b>	<b>Lower</b>	<b>Development Scenario</b>	<b>Greenfield</b>
<b>No Units</b>	<b>1000</b>				
<b>Notes</b>					

<b>Scheme Ref:</b>	<b>Cambourne</b>
<b>No Units:</b>	<b>1000</b>
<b>Location / Value Zone:</b>	<b>Lower</b>
<b>Development Scenario:</b>	<b>Greenfield</b>
<b>Notes:</b>	[ Insert any relevant notes, comments or issues to highlight here]
<b>Total GDV (£)</b>	<b>336,567,500</b>
<b>Policy Assumptions</b>	
<b>AH Target % (&amp; mix):</b>	<b>40%</b>
Affordable Rent:	50%
Social Rent:	10%
First Homes:	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%
CIL (£ psm)	-
CIL (£ per unit)	-
CIL Total (£)	-
Site Specific S106 (£ per unit)	10,637
Site Specific S106 Total (£)	10,637,437
Sub-total CIL+S106 (£ per unit)	10,637
Site Infrastructure (£ per unit)	30,000
Site Infrastructure Total (£)	30,000,000
<b>Sub-total CIL+S106+Infrastructure (£ per unit)</b>	<b>40,637</b>
<b>Profit KPI's</b>	
Developers Profit (% on OMS)	20.0%
Developers Profit (% on AH)	6.0%
Developers Profit (% blended)	16.83%
Developers Profit (% on costs)	24.77%
Developers Profit Total (£)	56,629,050
<b>Land Value KPI's</b>	
<b>RLV (£/acre)</b>	<b>803,491</b>
RLV (£/ha)	1,985,425
RLV (% of GDV)	13.11%
RLV Total (£)	44,120,556
<b>BLV (£/acre)</b>	<b>166,667</b>
BLV (£/ha)	411,834
BLV Total (£)	9,151,870
Surplus/Deficit (£/acre) [RLV-BLV]	636,824
Surplus/Deficit (£/ha)	1,573,591
Surplus/Deficit Total (£)	34,968,686
Surplus/Deficit (per unit)	34,969
<b>Plan Viability comments</b>	<b>Viable</b>

<b>Viable</b>	if RLV > BLV
<b>Marginal</b>	if RLV < BLV, but RLV is positive
<b>Not Viable</b>	if RLV < BLV, and RLV is negative

# **First Proposals Consultation Stage**

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Appendix 7

Commercial Property Market Report

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Greater Cambridge Shared Planning



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August 2021



## Quality Assurance

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Date of Report

20 August 2021

Version

V2

Filename and path

L:\\_Client Projects\2004 Cambridge WPV\_Greater Cambridge  
Planning\_Reports\2107 Commercial Retail Market Paper\210721 Greater  
Cambridge Commercial Market Report\_v2.docx

Prepared by

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Brett Devenish, Director

Checked by

Brett Devenish, Director

Date

25 August 2021

Authorised by

Ben Aspinall, Managing Director

Date

## Limitation

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## Non-technical Summary

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## Report

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# 1 Introduction

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- 1.1 This market report has been used to inform our assessment for the Greater Cambridge Local Plan development commercial viability testing; and the viability assessment of the North East Cambridgeshire AAP (NECAAP). This report draws on data from recognised published data such as CoStar, EGi, Land Registry, published reports and agent consultations.
- 1.2 Our market assessment considers the following markets:
- Hotels
  - Serviced apartments
  - Retail (comparison and convenience)
  - Science parks
  - Office
  - Industrial and Distribution

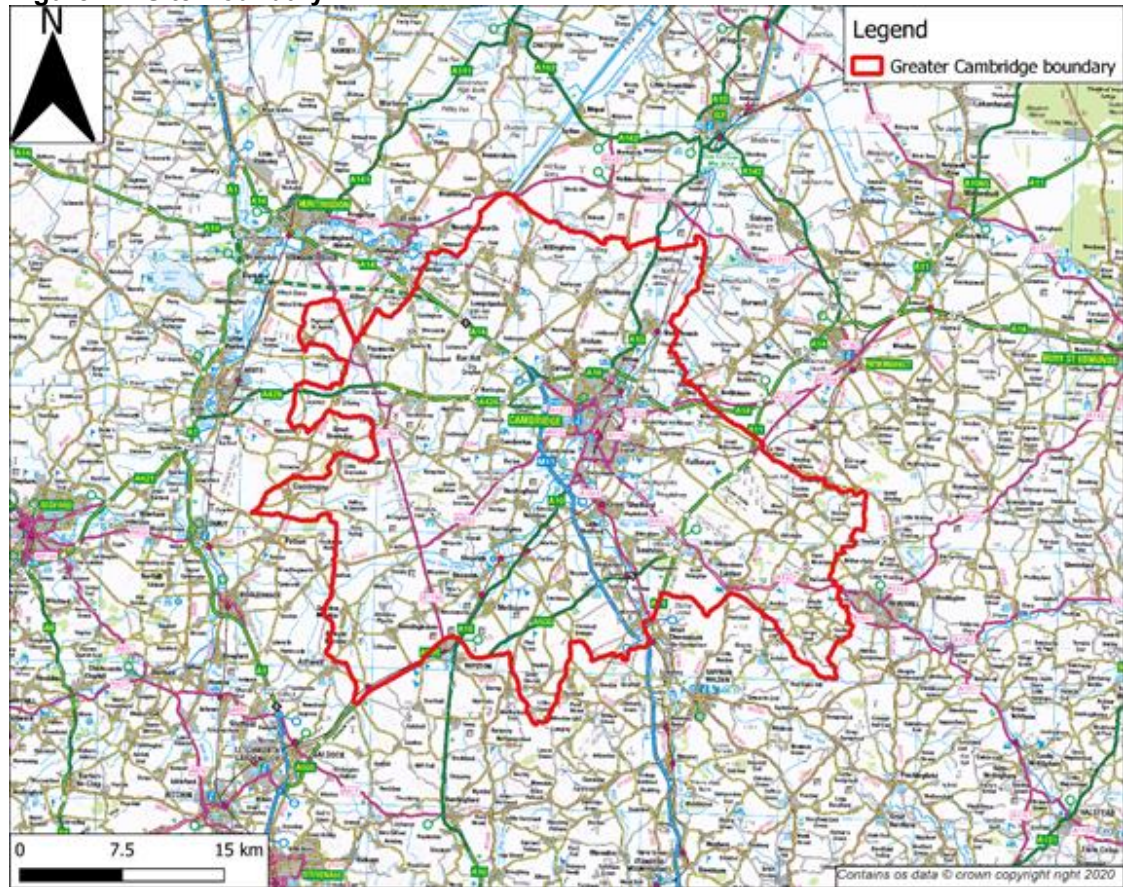
## Study area

---

- 1.3 This market report considers the Greater Cambridge area. As set out in Figure 1-1 the Greater Cambridge area comprises the urban area of Cambridge City and the more rural area of South Cambridgeshire.



**Figure 1-1 Site Boundary**



Source: AspinallVerdi, 2020

## Novel Coronavirus (Covid-19)

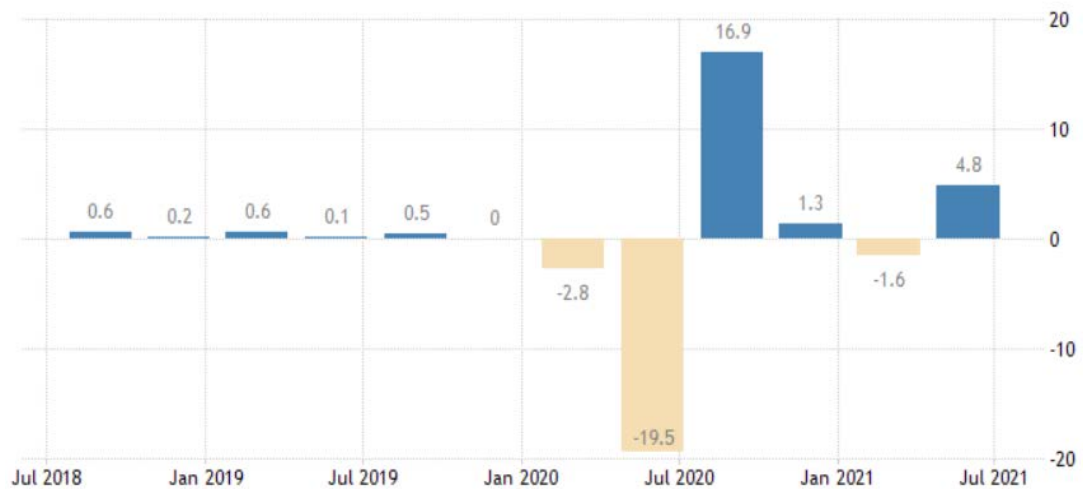
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- 1.1 The outbreak of the Novel Coronavirus (COVID-19), declared by the World Health Organisation as a “Global Pandemic” on 11 March 2020, has impacted global financial markets. In the second quarter of 2020, the United Kingdom entered the deepest recession in modern history which have consequently impacted property market activity.
- 1.2 Many sectors endured forced closures during multiple lockdowns over the last 18 months. Non-essential retail had periods of closure, and the hospitality industry was particularly affected. Government initiatives to support businesses included the furlough scheme and landlords being prevented from initiating eviction proceedings for non-payment of rent. All sectors have now been allowed to re-open at full capacity as the vaccination programme has been rolled out.
- 1.3 Due to these uncertainties, we recommend that when policy makers are making decisions based on viability evidence in the current climate, they must ensure there is an adequate “viability buffer”. In essence, a degree of caution should be taken when imposing planning policies and more surplus should be left as the profitability and viability of development may reduce.

## Impact on the local economy

- 1.4 The pandemic has a significant impact on the UK economy, Figure 1-2 shows that since lockdown the UK economy (gross domestic product (GDP)) has had multiple periods of GDP falls, coinciding with the strictest lockdown periods. The UK was in recession at the end of the 2<sup>nd</sup> quarter of 2020, before rebounding as sectors re-opened, before a smaller fall in January 2021, which again has rebounded with the success of the vaccine programme and relaxation/removal of restrictions.

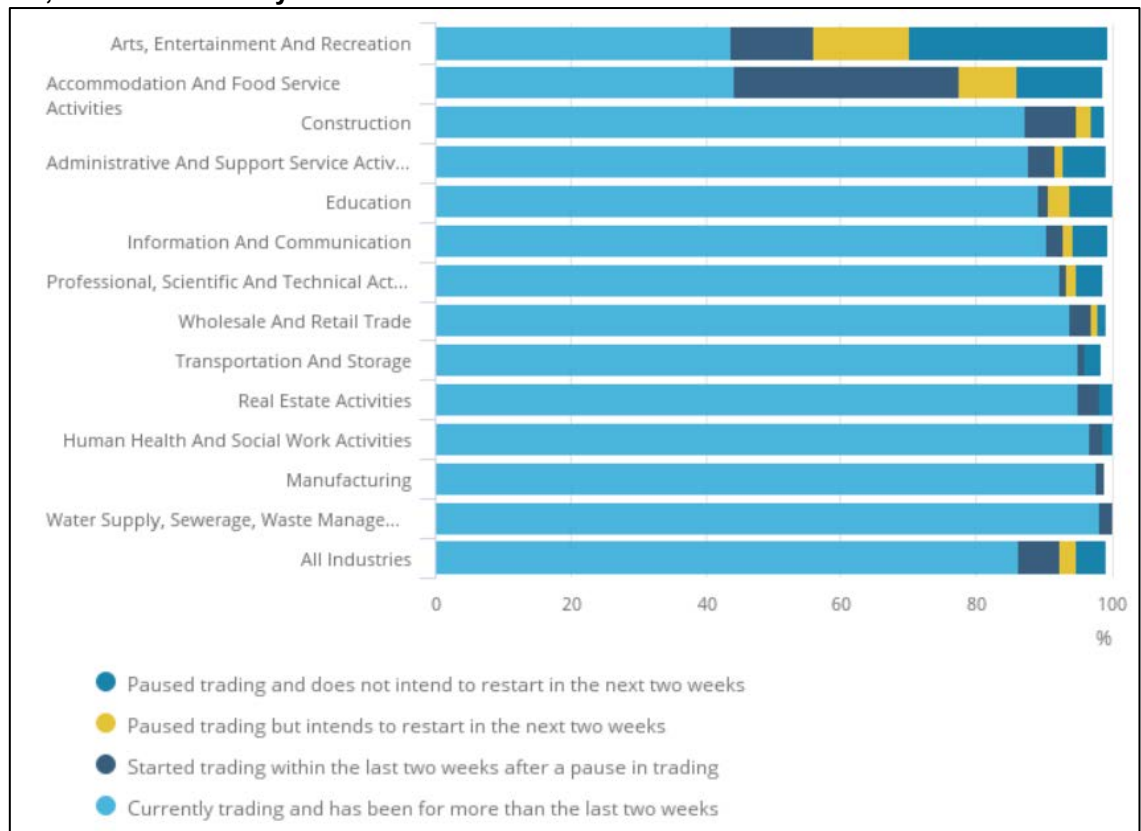
**Figure 1-2 UK GDP growth last 3 years**



Source: Office for National Statistics

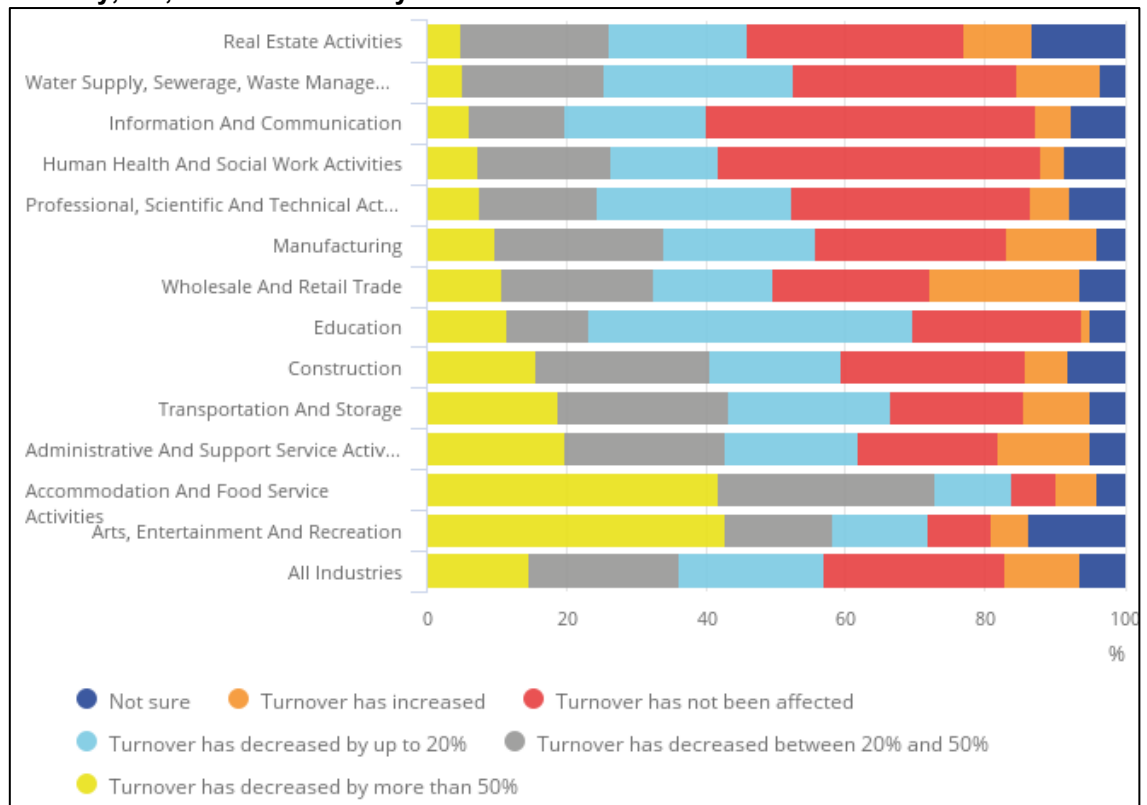
- 1.5 As shown in Figure 1-3, all sectors were affected by the pandemic through pausing in trading. The arts and the service sectors, then followed by construction, have been particularly hard hit and continually being affected despite easing of restrictions. Due to the pandemic, a large percentage of businesses in all sectors are seeing a reduction in turnover (see Figure 1-4).

**Figure 1-3 Percentage of businesses, current trading status, broken down by industry, UK, 29 June to 12 July 2020**



Source: Office for National Statistics – Business Impact of Coronavirus (Covid-19) Survey

**Figure 1-4 Effect on turnover, businesses who are continuing to trade, broken down by industry, UK, 29 June to 12 July 2020**



Source: Office for National Statistics – Business Impact of Coronavirus (Covid-19) Survey

## Impact on the property market

- 1.6 We are now able to better see the affect of the Covid-19 pandemic on the commercial sector.
- 1.7 Carter Jonas report that many sectors now have increased confidence for the future, for instance in the manufacturing output and new orders was the steepest for 7 years, with increasing job creation, with similar positive perceptions in the construction industry, although this is tempered by supply chain delays and shortages<sup>1</sup>.
- 1.8 The withdrawal of government support measures, coupled with the need to repay pandemic loans and missed rental payments, will be a further significant test for businesses.

## Conclusion

- 1.9 Overall though there is increased uncertainty in the markets we are still able to take an assessment to inform our viability testing. But it is important to note that this market report will

<sup>1</sup> Cater Jonas – Commercial Market Outlook July 2021

need to be periodically updated as more data becomes available and the long-term impact of coronavirus on property markets becomes clearer.

## 2 Hotel market assessment

### Introduction

---

- 2.1 The UK hotel market has a wide-ranging offer, from 5-star and luxury hotels, major national brands and small independents. International and domestic tourism, business and leisure activities generate demand across upper, mid and lower tier accommodation. The upper end offer is predominantly found in London to capture high tourist and business traffic. At the budget end Statista report<sup>2</sup> that this sector captures demand from peer-to-peer platforms (e.g. Airbnb) for cheaper rates and home away from home experience. Both Lambert Smith Hampton<sup>3</sup> and Statista report<sup>2</sup> that despite peer-to-peer platforms being considered a disrupter to the market they have not had a discernible impact on chains or industry performance.

### Hotel operating models

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- 2.2 There are four types of hotel operating models:
- **Hotel management agreement (HMA)** – these agreements can be complex, but in essence, the operator is responsible for the day-to-day running of the hotel, including hiring and firing employees. As well as providing accommodation, and additional functions such as conference facilities, the operator will take reservations and conduct the marketing and promotion of the business. The operator will be responsible for routine maintenance and will procure other capital projects needed for the hotel, although these will typically be authorised and paid for by the owner. The operator pays a fee for providing the services under the hotel management agreement. The fee is usually calculated through a formula, which will vary depending on the terms of the agreement, typically, the operator's fee will be subdivided as follows:
    - a guaranteed base amount, calculated as a percentage of revenue from the hotel business;
    - an incentive element, to be earned by the operator if gross operating profit (GOP) exceeds an agreed threshold
  - **Franchise agreements** – a franchisee has the right to use a brand, the distribution channels and other proprietary knowledge of a franchisor. The owner retains all risks and liability of the business, but, unlike an HMA, they also retain control of the property.
  - **Hotel leases** – this is a traditional model involving a landlord and tenant, with the tenant can choose to operate the hotel directly or subcontract operations using management contracts and/or franchises.

---

<sup>2</sup> <https://www.statista.com/topics/3146/hotel-industry-in-the-united-kingdom-uk/>

<sup>3</sup> Lambert Smith Hampton, 2018, Hotel Report



- **Owner operation** – the hotel is owned and fully operated by the brand. This model is more capital intensive but provided the operator to have full control of the property thus allowing them to configure the property to respond to the market.

## Main hotel indicators of performance

---

2.3 The main hotel indicators to measure performance are:

- *‘occupancy rates (of rooms or bed-places),*
- *average room rates (or ADR – average daily rate),*
- *and room yield, more commonly known as revenue per available room (RevPAR).’<sup>2</sup>*

## UK hotel market

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2.4 Due to the global pandemic, many UK hotels closed during lockdown with the sector now reopened but still struggling to return to pre-pandemic levels. VisitEngland<sup>4</sup> report that room occupancy in England in May 21 was 43%, compared to 79% for the same period in 2019. On a regional level, the East had the highest level in the country at 53%.

2.5 With regards operators, Travelodge has entered into a company voluntary arrangement (CVA) as it could not agree to a rent reduction with its landlords. As a result of the CVA, 94% of their leases will be paid at 50% of the rent and 6% of leases will receive zero rent until the end of 2021. Furthermore, as part of Travelodge’s restructure, two of its landlords are seeking to exit the brand via two initiatives:

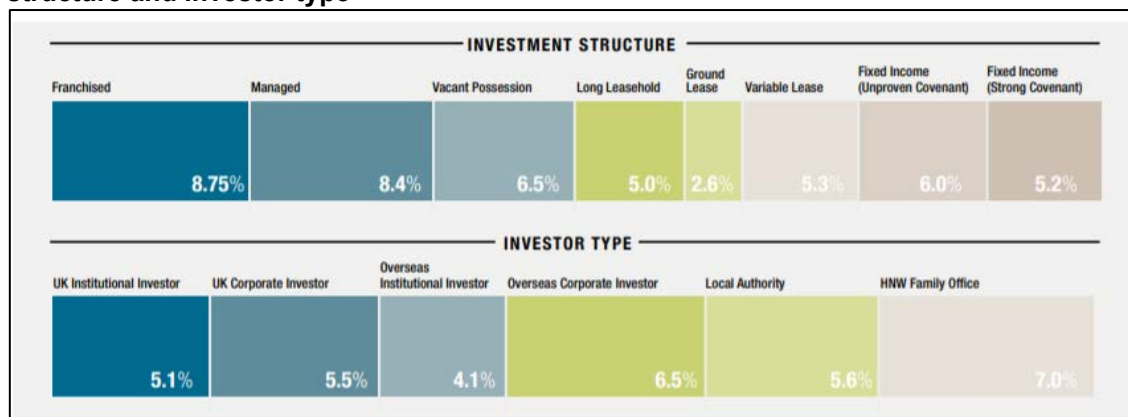
- Ago – formed by one group of Travelodge landlords and is seeking to partner with Acord under its Ibis brand,
- Goodnight Hotels – formed by another group of landlords is seeking to create a new budget brand.

2.6 Figure 2-1 summarises research published last year (2019) by Knight Frank. It shows that hotel leases are more attractive to the investment market (i.e. lower yields/generate more value) than the franchised and HMA models. Lease yields are typically between 5% and 6% whereas franchised and HMA yields are in excess of 8%.

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<sup>4</sup> VisitEngland – England Occupancy Survey – May 2021 Results

**Figure 2-1 UK Hotel Investment 2018 – average net initial yield (%) – by investment structure and investor type**



Source: Knight Frank, UK Hotel Capital Markets, 2019

## Greater Cambridge hotel market

- 2.7 The Greater Cambridge area is an attractive hotel market due to strong business base, tourism and university. The attractive nature of the Greater Cambridge market is shown in its high ADR, only London has a higher ADR (see Table 2-1) than Cambridge, with the Cambridge rate being much higher than the likes of Oxford and Bristol.

**Table 2-1 - ADR by UK cities**

Location	ADR (USD) Jan – Mar 2019
London	223.83
Cambridge	176.04
Birmingham	117.74
Bristol	131.04
Edinburgh	130.47
Milton Keynes	137.59
Reading	156.04
Crawley/Gatwick	144.25
Heathrow	124.11
Oxford	142.09

Source: HOTELS QUARTERLY MARKET REPORT, JANUARY TO MARCH 2019, In association with Advantage Travel Partnership

- 2.8 Due to the high ADR for Cambridge, the investment values are much higher than other regional cities (see Table 2-2). The Clayton sold last year at circa. £350,000 per bed space whereas values elsewhere are half.



**Table 2-2 - Hotel investment sales**

Date of sale	Address	Operator	No. of beds	Price per bed	Comments
18 Nov 2019	Station Road, Cambridge	Clayton	155	£351,612	<p>The Ability Group has bought The Tamburlaine Hotel Cambridge for £54.5m as an investment, reflecting a net initial yield of 5%.</p> <p>The hotel, which comprises 155 bedrooms and opened in 2017, was sold by the O'Callaghan Collection in an off market transaction.</p> <p>The new owners have also agreed a 30 year lease with Dalata who will operate the hotel under its Clayton brand.</p>
13 Nov 2018	99 Church St, Rickmansworth	Premier Inn	92	£153,260	H20 Urban, the development joint-venture between bloc Ltd and Canal & River Trust, has completed a development funding agreement with a UK private property company to bring forward the development of a Premier Inn hotel and a branch of builder's merchant Travis Perkins in Batchworth Lock, Rickmansworth, Hertfordshire.
26 Mar 2020	Northside Rd, Bristol	Hampton by Hilton	201	£119,402	Located at Bristol Airport. Includes a fitness centre, breakfast area and conferencing/meeting rooms that can hold up to a maximum of 20 people
12 Aug 2019	Coventry Rd, Birmingham airport	Holiday Inn	239	£138,075	<p>Holiday Inn Birmingham Airport - NEC has been sold by Crest Hotels to 11 Hospitality Limited.</p> <p>The 239-bedroom hotel will continue to operate subject to a franchise agreement with InterContinental Hotel Group (IHG) under the Holiday Inn brand. Alongside its rooms, the hotel has 14 meeting and conference rooms, a Marco Pierre White restaurant and leisure facilities.</p>

Source: CoStar, accessed 14 August 2020

## Conclusion hotel market

- 2.9 Based on the market analysis a suitable capital value bed space to use in the viability testing is £350,000.

### 3 Serviced apartments market assessment

#### Introduction

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- 3.1 Within Europe. The UK serviced apartment sector is the market leader with JLL<sup>5</sup> reporting that, in 2018, there were over 22,000 serviced apartments in the UK and Ireland. In recent years, the short term lets sector which includes serviced apartments and aparthotels has been one of the fastest-growing sectors in the accommodation market, with LSH reporting that *“with approximately 6,000 new units scheduled to open by 2021, or about 13% of the total active pipeline, the sector is one of the fastest-growing parts of the overall accommodation market”*<sup>6</sup>. Whilst the serviced sector is different from the traditional hotels sector. Many major hotel operators including IHG and Accor now have extended stay brands with an increasing number of properties across the UK. A major reason for this is that serviced apartments are less labour intensive than traditional hotels, which means that hotel operators with cost pressures can offset these with a serviced apartment or aparthotel brand.
- 3.2 Nationally, the demand for serviced apartments has been growing steadily in recent years, partly driven by the rise in status of holiday rental operators such as Airbnb. Savills report that *“Post-Covid, greater cleanliness concerns from guests alongside social distancing preferences, and the fact that many Airbnb hosts have removed properties from the listing site, could see the sector capture a greater share of this leisure demand going forward.”*<sup>7</sup>
- 3.3 Due to the global pandemic, the hospitality sector across the UK has been negatively affected as a result of the lockdown which greatly reduced demand across the board. While all markets were negatively affected, the serviced apartments market has performed better than traditional hotels with Savills reporting that *“Serviced apartments have not been immune to the Covid-19 crisis but have shown a degree of relative outperformance. As seen historically, this could become more pronounced once recovery starts to emerge”*<sup>8</sup>.

#### Greater Cambridge serviced apartment market

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- 3.4 The Greater Cambridge area is an attractive market due to a strong tourism sector a world-renowned university and a strong science and technology-based economy. The market is mostly focused around central Cambridge City, with a number of different schemes varying from single apartments to new build schemes. Some of the major operators in Greater Cambridge include Your Space Apartments, Citystay, Urbanstay and Signet Apartments. These operators offer a

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<sup>5</sup> JLL, 2018, Serviced Apartments - The fastest growing sector in hospitality

<sup>6</sup> LSH, 2020, Innovation in The Fast-Growing Aparthotel Sector

<sup>7</sup> Savills, 2020, European Serviced Apartment Market

<sup>8</sup> Savills, 2020, European Serviced Apartment Market

range of apartments from studio to three bedrooms with varying levels of quality and amenities, which is reflected in the rents.

## Rents

- 3.5 Table 3-1 summaries the quoting rents for several high-quality serviced apartment schemes in Cambridge. Prices for studio apartments range between £108 - £215 per night while prices of 1 bed apartments range between £109 - £192 per night and 2 beds range between £148 - £215 per night.

**Table 3-1 - Summary of serviced apartment rents**

Scheme name	Typology	Price per night	Notes
Hinton House, CB1 7BS	Studio	£108 - £160	Built 2019, minimum stay 1 night.
	1 Bed	£121 - £192	
Vesta, CB1 2FX	1 Bed	£134 - £163	Built 2016, minimum stay 4 nights.
	2 Bed	£175 - £215	
Jubilee House, CB1 2NZ	1 Bed	£109 - £145	Built 2017, minimum stay 3 nights.
	2 Bed	£148 - £185	
Ceres, CB1 2FG	Studio	£112 - £132	Built 2015, minimum stay 4 nights.
	1 Bed	£131 - £159	
	2 Bed	£160 - £204	

Source: Providers websites

## Serviced apartments investment yields

- 3.6 According to JLL<sup>9</sup>, as of 2015, yields for serviced apartments ranged between 6.5% - 9%. This was due to the higher risk involved with the then-emerging sector. With regards to investment yields, Figure 3-1 shows that, between 2017 and 2018, the investment volume for serviced apartments increased from 3% to 12%.

<sup>9</sup> JLL, 2016, Why Serviced Apartments? The Investment Case

**Figure 3-1 - Hotels/apartments investment volumes by type**



Source: Savills, 2019

## Conclusion

- 3.7 Based on the market analysis a suitable nightly rent is £125 for a studio, £140 for a 1 bed and £195 for a 2 bed. Assuming an adjusted net initial yield of 6.5% is appropriate.

## 4 Retail market assessment

### Introduction

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- 4.1 In our assessment of the retail sector, we consider both convenience and comparison retail because they both have different market drivers.

### Retail market overview

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- 4.2 Prior to the Covid-19 pandemic the retail market was going through a structural change. The structural changes in the retail market were being caused by the growth in online sales and falling footfall in town centres. Retailers were also facing cost pressures from business rates and national living wage. During the Covid-19 outbreak many retailers have had to close or limit customer access due to social distancing measures introduced by the government. Many retailers have sought to take advantage of the Coronavirus Act 2020<sup>10</sup> and not paid rent – CoStar reported that only 41% of March quarter date rent was collected and 40% June quarter date.<sup>11</sup>

### Convenience sector

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- 4.3 The convenience retail sector has seen a significant change since the financial crisis. In the years following 2008, supermarkets appeared to have weathered the economic storm with most operators aggressively expanding (commonly referred to as the race for space). Operators were able to competitively bid for sites as they were taking advantage of other sectors in the property market is much weaker. During this period of growth, there was a strong appetite from operators to open large-format stores of up to circa 11,150 sqm (123,785 sqft). This format providing a mixture of convenience and comparison retail.
- 4.4 In more recent years shopping patterns have changed significantly: there is more reliance on online shopping combined along with customers supplementing a 'big' shopping trip with regular smaller shops during the week. Also, some customers are splitting their shopping trips between the big four supermarkets (Tesco, Sainsbury's, Asda and Morrisons) and discounters such as Aldi and Lidl. This resulted in supermarket operators shifting away from large format stores
- 4.5 The convenience retail market appears to have performed relatively well during the outbreak with many reporting a higher volume of sales than they would experience during Christmas. At some points, demand has appeared to outstrip supply, with the likes of Ocado temporarily suspending their ordering application and restricted access to their website. The pressures faced by supermarkets during the Covid-19 lockdown are; maintaining social distancing in their physical

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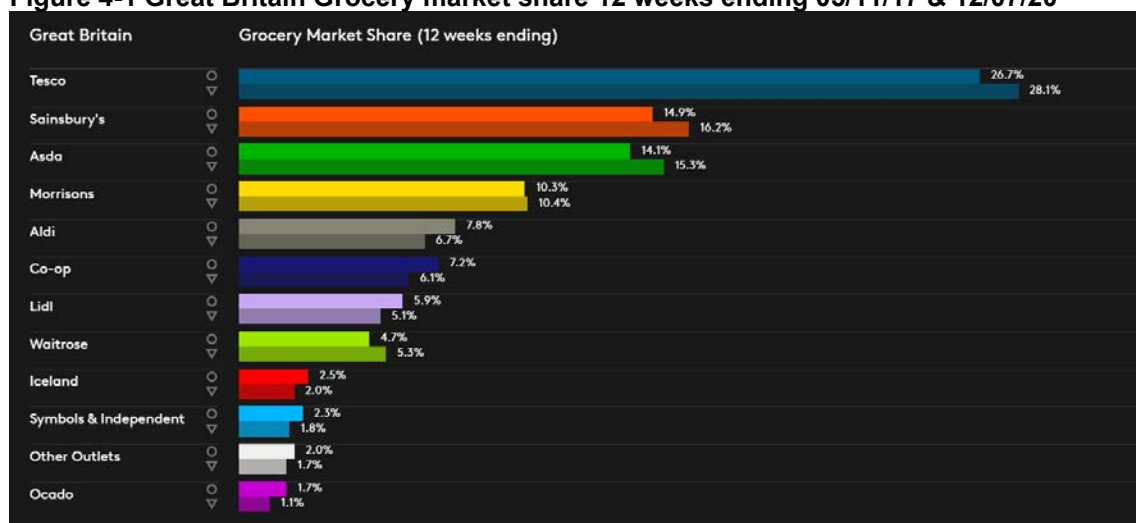
<sup>10</sup> 'Coronavirus Act 2020' which received royal assent on 25 March 2020 introduced new legislation 'that no right of re-entry or forfeiture may be enforced due to non-payment of rent until the end of the 'relevant period' (30 June 2020 (unless extended)).' The Coronavirus Act 2020 has provided the flexibility to allow tenants not to make their quarter day payment in March.

<sup>11</sup> CoStar, 2 July 2020, Forty six per cent of June Quarter Day commercial rent now collected

stores, through restricting customers numbers; maintain supply chains (resulting in less choice of items and restricting the number of purchasers; and increasing capacity for home deliveries to meet demand.

- 4.6 Figure 4-1 shows how the changes in the market have affected the relevant supermarket operators market share in recent years. The big four have been losing market share whereas the budget operators of Lidl and Aldi have gained market share along with online delivery service Ocado.

**Figure 4-1 Great Britain Grocery market share 12 weeks ending 05/11/17 & 12/07/20**



Source: Kantar WorldPanel (August 2020)

- 4.7 Due to the changes in the market, operators are now more selective in the types of and locations of stores they seek to open. Tesco typically only seeks sites for their express format i.e. circa 200 sqm (2,200 sqft) in main urban areas ideally close to transport hubs. The likes of Asda, Morrisons and Sainsbury's focus on the main urban areas where there is a perceived market gap. Aldi and Lidl have been a bit more aggressive which has led them to increase their market share.
- 4.8 Lidl<sup>12</sup> seeks sites with a minimum of 1.5 acres to accommodate a store totalling between 14,000-26,500 sqft (1,300-2,460 sqm). In terms of location, the sites would ideally have main road frontage with easy access and be situated within town, district or edge of centre or out of town locations. Aldi<sup>13</sup> also has similar requirements in terms of location and size, with a minimum of 1.5 acres to accommodate 18,000 - 20,000 sqft of space and 100+ car parking spaces.
- 4.9 The big four are decreasing their property portfolios shifting from larger stores to smaller stores to keep up with changes in shopping trends. These smaller stores can be more attractive to the investment market as they have higher sales densities and can increase rent per sqft. Compared

<sup>12</sup> Lidl.co.uk/en/Site-Requirements, accessed February 2019

<sup>13</sup> Aldi.co.uk/about-aldi/property/required-towns, accessed February 2019

to other retail comparison retail is still attractive to investors due to good covenant strength, and long institutional RPI linked leases.

### Convenience retail rents

- 4.10 There is a lack of convenience retail evidence in the area on CoStar; therefore, we have considered the wider region in our analysis of rents. Such an approach is acceptable to analyse comparable evidence as the ability for an operator to pay the rent is driven by footfall and nearby competition rather than geographical boundaries.
- 4.11 The rents we have considered are not new-build as there is a lack of this type of development coming forward. However, Cambridge is amongst the sites listed as “required locations” by Aldi and Lidl. Table 4-1 shows that rents achievable range between £18.00 psf to £39.40 psf with smaller units achieving a higher price psf than the larger format stores.

**Table 4-1 - Convenience retail occupational transactions**

Lease signed date	Address	Tenant	Size sqft	Rent £ psf	Comment
11/10/2019	393 Newmarket Road, Cambridge, CB5 8JG	Aldi	13,509	£39.40	Let on a 20-year term with rent free periods spread over the term. Rent Review on a 5 yearly basis – effective rent £37.02
19/07/2019	Fred Archer Way, Newmarket CB8 8NY	Waitrose	44,481	£18.60	Let on a 20-year term. Lease renewal option at the end of current lease
17/07/2019	Hartham Lane, Hertford SG14 1RD	Sainsbury's	36,089	£28.54	Let on a 40-year term. Rent Review on a 5 yearly basis
03/2018	Grovebury Road Retail Park, Leighton Buzzard	Aldi	20,000	£18.00	20 year lease and the tenant benefitted from an 11 month rent free period. Unit within a brand new retail park.

Source: CoStar, Knight Frank accessed August 2020

## Convenience retail yields

- 4.12 Table 4-2 shows that the most recent investment sales in Greater Cambridge and the surrounding areas range between 4.5% and 5.36%.

**Table 4-2 - Convenience retail investment transactions**

Date of transaction	Address	Tenant	Size sqft	Net Initial Yield	Comment
04/09/2019	Cheddars Lane, Newmarket Road, Cambridge, CB5 8LD	Tesco	72,200	4.5%	Let with 10.5 years term certain and index linked annual rent increases.
01/12/2018	Brooks Road, Cambridge, CB1 3HP	Sainsbury's	81,984	4.65%	Let with 2 years term certain. Possibility to restructure lease for 10-year term and upward only rent reviews. Passing rent £260,000 per annum.
26/11/2018	163-167 Mill Road, Cambridge, CB1 3AN	Tesco	5,720	5.36%	Auction sale, let with 3 years term certain. Passing rent of £75,830
08/2018	Wolverton Works, Milton Keynes	Lidl	28,041	4.84%	FH. Built 2018. 5 yearly rent reviews to OMRV, capped at 2% per annum. Part of a wider regeneration scheme.

Source: CoStar, Knight Frank, accessed June 2020

- 4.13 Knight Frank report<sup>14</sup> that prime supermarket yields are 4.25% for fixed annual retail price index (RPI) increase on a 25-year term, with yields increasing to 4.75% for open market reviews.

## Comparison retail

- 4.14 Prior to the global pandemic, the shift from bricks to clicks was being significantly felt in the comparison sector. Many well-known names were lost e.g. BHS, Poundworld, Maplin and Toys 'R' Us and entering CVAs or administration e.g. New Look, Debenhams and House of Fraser.
- 4.15 As the high street starts to re-open we have seen further changes which include:
- Intu – one of the UK's largest shopping centre owners, with the likes of Trafford Centre and Lakeside entered administration.

<sup>14</sup> Knight Frank, May 2020, Investment yield guide



- All Saints – the fashion retailer has agreed to a CVA which has resulted in them changing to turnover rents rather than fixed rents.
- Go Outdoors - entered administration end of June 2020 and was bought by JD Sports and the business will be restructured and reports they will be seeking to significantly cut rents to avoid store closures.

### Greater Cambridge comparison retail

- 4.16 The comparison retail market in Greater Cambridge is mainly concentrated in Cambridge city with significantly less retail activity in the South Cambridgeshire area. the area has a range of retail formats from local high street shops to larger out of town retail parks such as Cambridge Retail Park, Beehive Centre and Cambridge Leisure Park all located in Cambridge City.
- 4.17 There is no recent new build retail evidence for yields or rents listed on CoStar for the area, a reflection of little new development recently occurring. We have reviewed the second-hand units that have recently sold. Table 4-3 shows some transactions across the Greater Cambridge. The majority of the transactional evidence contains smaller units up to 1,500 sqft. Rents vary across the area and are mainly dependent on the quality of accommodation as well as the local area's retail strength. Rents range between £13.88 and £26.70 psf.

**Table 4-3 - Comparison retail occupational transactions**

Lease signed date	Address	Tenant	Size sqft	Rent £ psf	Comment
01/12/2019	184B Histon Road, Cambridge, CB4 3JP	Express Grocers	995	£25.12	13-year lease with 3-months rent free and 5 year tenant break – effective rent £23.70 psf
30/07/2019	105A Cherry Hinton Road Cambridge CB1 7BS	n/a	620	£26.60	Converted 1900s building. 3-months rent free
08/04/2019	40 Arbury Court, Cambridge, CB4 2JQ	Coral	872	£15.42	Let on a 10-year term with 5-year tenant break
20/01/2020	46B High Street, Sawston, Cambridge CB22 3BG	Break Charity	663	£26.70	Let on a 9-year term with 3 year tenant break
30/05/2019	8 Rose Cres, Cambridge CB2 3LL	JoJo Maman Bebe	1,435	£35.71	10-year lease with 3-months rent free and 5 year rent review with tenant break

Lease signed date	Address	Tenant	Size sqft	Rent £ psf	Comment
					on year 3 and 6 – effective rent £34.54 psf
10/04/2019	34 Trumpington Street, Cambridge CB2 1QY	Gabor Cossa Antiques	612	£13.88	Let on a 5-year term – effective rent £15.32
10/01/2019	56 Burleigh Street, Cambridge, CB1 1DJ	Barham & Sons	611	£24.54	Let on a 3-year term

Source: CoStar, accessed June 2020

- 4.18 There is limited evidence of recent investment deals in Cambridge recorded on CoStar, most of the evidence is based around the city centre. The evidence in Table 4-4 shows that sales achieved yields between 5.44%- 7.35%.

**Table 4-4 - Comparison retail investment transactions**

Date of transaction	Address	Tenant	Size sqft	Net Initial Yield	Comment
04/02/2019	30/31 Petty Cury, Cambridge, CB2 3NB	Superdry	7,087	5.92%	Let with 4 years term certain. Passing rent of £325,000
08/07/2019	38/39 Green Street, Cambridge, CB2 3JX	Multilet including: Tabanco & Cellini (Pearls) Limited	2,769	5.44%	Let with 5 and 10 years term certain. Total passing rent of £68,000. No breaks
20/12/2019	The Belvedere, Hills Road Cambridge CB2 8PB	Multilet	19,101	7.35%	AWULT of 3.34 years to expiry, Passing rent of £152,288

Source: CoStar, accessed June 2020

## Conclusion

- 4.19 Based on the above evidence we have proposed to test the following:

- Convenience retail budget format store 4,645 sqm (21,528 sqft)
  - Rent £290 psm (£27 psf)
  - Yield 5%
- Convenience retail express format store 350 sqm (3,767 sqft)

- Rent £215 psm (£23 psf)
  - Yield 5.5%
- Comparison small town centre store 93 sqm (1,000 sqft)
  - Rent £215 psm (£25 psf)
  - Yield 7%
- Comparison Large town centre store 557 sqm ( 6,000 sqft)
  - Rent £236 psm (£22 psf)
  - Yield 6%

## 5 Science Parks market assessment

### Introduction

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- 5.1 Science parks (also known as research parks and technology parks) are facilities that emerged in the UK in the 1980s and have increased in number and size throughout the 1990s and 2000s. Today there are multiple examples of science parks around the country specialising in several different sectors and research fields. The UK has relied on these parks to help it to progress in highly skilled scientific and technology sectors. Successive public and private sector institutions and businesses have promoted the use of science parks as integral areas for innovative and scientific discovery.
- 5.2 The United Kingdom Science Park Association (UKSPA) provide a broad definition of a science park. In short, a science park is an area that supports business and research institutions to transfer research and technology initiatives. The UKSPA outline three specific science park criteria, they must:
- Encourage and support the start-up and incubation of innovation-led, high-growth, knowledge-based businesses.
  - Provide an environment where larger and international businesses can develop specific and close interactions with a particular centre of knowledge creation for their mutual benefit.
  - Has formal and operational links with centres of knowledge creation such as universities, higher education institutes and research organisations.
  - Generally, it is assumed that a science park is a centrally managed collection of properties which can include specialist facilities, laboratory space, office space and light manufacturing space. Usually, science parks are master-planned and have a mix of different types of amenities, including cafes, children nurseries and conference facilities.
- 5.3 The format of UK science parks has changed over the past 15 years with more of a focus now on smaller units for start-ups and SMEs. This has changed the dynamic of the real estate market. The constant demand for small units has decreased supply. Furthermore, there is a constant cycle of companies merging, and being acquired by larger companies, creating demand for medium and larger units as well.

### Greater Cambridge Science Parks

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- 5.4 Greater Cambridge is considered to be one of the most established areas for science parks in the country; have multiple science parks in and around Cambridge city and university. Cambridge city specialises in bioscience (life sciences) and technology sectors (including; electronics, IT). Cambridge is one of the three science hubs, along with London and Oxford, that make up the

'Golden Triangle of life science research, with a recent Bidwells Report stating that 'London, Oxford and Cambridge — 'the Golden Triangle' — has demonstrated global leadership in the response to the Covid-19 crisis. The region's strengths in life sciences have been at the forefront in developing testing, treatments and, ultimately, a vaccine.'<sup>15</sup> It is estimated that the region will play an important role in the post-Covid economic activity and recovery of the UK.

- 5.5 Table 5-1 provides a list of major science parks in Greater Cambridge, along with their size and example occupiers. Of the example science parks, some have a very specific focus on one sector i.e. Wellcome Genome Campus, which specialize solely in genome and biodata research. However, most science parks have a more diverse range of sectors, and in some cases (e.g. Granta Park) they are a science/business park hybrid. According to Bidwells, 'Cambridge was the second most innovative city behind London, accounting for almost 75% of all life science start-ups in the Eastern region.'<sup>16</sup>.

**Table 5-1 - Greater Cambridge Science Park**

Name	Size (sq ft)	Example Occupiers	Focus of industry	Owned by Uni. University collages
Babraham Research Campus	260,000	Cambimune, Cancer research, Gen2 Neuroscience, Kymab, New Path, Zfactors	BioScience	
Cambridge Research Park	400,000	Elecheck, Sectrum Management, Valliant, Diomed and Horizon Discovery	BioScience & General Engineering	
Cambridge Science Park	1.65 million	Nobelight, Johnson Matthey Catalysts, Kiss Communications, Pharmorphix, Philips Research, Solize UK,	BioScience & Technology	Yes (Trinity College)
Wellcome Genome Campus	-	Genomics England, Microbiotica, Congenica, Global Gene Corp	Genome and biodata research	
Cambridge Bio-Medical Campus	2.3 million	GlaxoSmithKline, AstraZeneca, Cambridge University Hospitals NHS Foundation Trust,	BioScience & Medical	Yes
Granta Park	1.1 million	Pfizer Research Centre, One Nucleus, Ista, Alzheimers Research UK, UCB	BioScience	

<sup>15</sup> Bidwells, Knowledge networks

<sup>16</sup> Bidwells, Spring 2020, Our View on Offices and Labs

Name	Size (sq ft)	Example Occupiers	Focus of industry	Owned by Uni. University collages
St Johns Innovation Park	250,000	AlphaBio Control Ltd, Bailey Fisher, Cambridge Therapy Centre, Ellexus Ltd	BioScience, Technology, IT & Electronics	Yes (St Johns College)
Melbourn Science Park	200,000	AstraZeneca, Avita Medical Europe, TTP Labtech, TTP Venture Managers	BioScience	
Chesterford Research Park	350,000	Charles River, Illumina, Isomerase Therapeutics, UKSPA, DRW, TLIP, AstraZeneca, CellCentric	BioScience	

Source: Bidwells & Individual science park websites (2020)

- 5.6 The success of science parks in Greater Cambridge is due to many reasons. A key attribute is the world-class university located in the city. This provides the academic resource required to make advancements in the research carried out in the parks. Cambridge Science Park and Cambridge Bio-Medical Campus are both owned by Cambridge University. Those science parks that do not have direct connections to the university can still benefit their geographic position in acquiring skilled resource. A further benefit in the area is the critical mass of numerous science parks in the area. This creates the potential for competition and the sharing of academic resources. Savills report that access to academic resource has been the key to the success of science parks in the Cambridge region.
- 5.7 Another competitive advantage of Cambridge is the strong office market where development is viable. Prime rents in Cambridge are as high as £46.50 psf. This provides a good opportunity for science parks to let space to non-science related activity.
- 5.8 Major recent deals include Abcam's 100,000 sqft office building a Cambridge Biomedical Campus and Tuspark's completion of the Bio Innovation Centre at Cambridge Science Park.

### Science Park rents

- 5.9 Table 5-2 sets out achieved rents for Greater Cambridge recorded on CoStar and EGi. Rents for second-hand units range from £32.09 psf to £34 psf which is in line with Carter Jonas<sup>17</sup> headline rents of £36.00 psf for northern fringe office/science parks and Bidwells<sup>18</sup> headline rents of £35.00 psf for shell labs.

<sup>17</sup> Carter Jonas, 2020, Commercial Edge Spring 2020

<sup>18</sup> Bidwells, 2020, Our View on Cambridgeshire Offices & Labs, Summer 2020

**Table 5-2 - Achieved rents Greater Cambridge**

Lease signed date	Address	Tenant	Size sqft	Rent £ psf	Comment
23/03/2020	216 Cambridge Science Park, Milton Road, Cambridge, CB4 0FZ	Amgen	34,692	£34.00	Built 2019, 10 year lease
10/03/2020	Vitrum Building, St Johns Innovation Park, Cowley Road Cambridge, CB4 0DS	Phillips Medisize	2,000	£32.09	Built 2004, 3 year FRI lease
30/06/2020	181 Cambridge Science Park, Milton Road, Cambridge, CB4 0FZ	Mursla	1,247	£50.00	Recently refurbished, 1 year lease

Source: CoStar/EGi accessed August 2020

## Science Park yields

- 5.10 There is little evidence of recent investment activity in Greater Cambridge recorded on CoStar. Table 5-3 shows these investment transactions, with yields between 5.25% - 5.63%, these properties are located in the fringe areas of the city. In addition to this Carter Jonas<sup>19</sup> report a prime yield of 4.50% for offices/labs in Cambridge City.

**Table 5-3 - Science Parks investment transactions Greater Cambridge**

Date of transaction	Address	Tenant	Size sqft	Net Initial Yield	Comment
01/06/2018	Unit 163, Cambridge Science Park, Milton Road, Cambridge, CB4 0GG	Heraeus Noblelight	10,283	5.25%	Purchased by Norwich City Council.
22/11/2018	140 Cambridge Science Park,	Displaylink		5.63%	Fully occupied, Lease lengths mostly 10 years with 5 year breaks.

Source: CoStar, accessed June 2020

<sup>19</sup> Carter Jonas, 2020, Commercial Edge Spring 2020

## Conclusion

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- 5.11 Based on our analysis of the Science Park market an appropriate rent is £36 psf and yield of 5.25%.



## 6 Office market assessment

### Introduction

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- 6.1 Similar to the residential market, the full impact of Covid-19 on the office market is unknown. With the government encouraging working from home measures, many offices have been left unoccupied or at greatly reduced occupancy. Companies have been forced to embrace video conferencing and other measures to ensure business continuity.
- 6.2 What has emerged to date is that:
- Leasing decisions deferred – due to the uncertain world economic outlook companies have deferred the decision making in taking new space, this is more apparent with micro-businesses and SME's whose current focus is dealing with the immediate fallout and business continuity.
  - Tenants seeking to defer rent payments – the 'Coronavirus Act 2020' which received royal assent on 25 March 2020 introduced new legalisation *'that no right of re-entry or forfeiture may be enforced due to non-payment of rent until the end of the 'relevant period' (30 June 2020 (unless extended))*.<sup>20</sup> The Coronavirus Act 2020 has provided the flexibility to allow tenants not to make their quarter day payment in March.
  - Increase in office occupier tenant incentives – Knight Frank indicates that *'Lease incentives, however, have drifted: 21-24 months on some 10-year leases, instead of 18-21 months in the West End and nearer 24 months in the City, which were previously at 21-24 months*'.<sup>21</sup>
- 6.3 Typically, new office development is only financially viable in major towns and cities. Generally, new development requires a pre-let in place to a blue-chip covenant – i.e. on a long lease to a high-quality tenant that is likely always to pay its rent and adhere to its obligations. This structure gives sufficient security to the investment to enable funding to be obtained. For example, office take-up in 2019 to the end of September was 1.8m sq ft, of which 90% of the take-up was Grade A.<sup>22</sup> Only 460,000 sq ft of speculative schemes are expected to complete in 2019, well below the 5-year average of 1.0m sq ft delivered per annum in the South East.<sup>23</sup>
- 6.4 In recent years the main drivers of demand for new office space have been from finance, professional services, Technology, Media and Telecommunications (TMTs) and flexible workspace providers. Since the referendum to leave the European Union there has been a slight

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<sup>20</sup> <https://www.rpc.co.uk/perspectives/rpc-big-deal/covid-19-and-commercial-tenants-rights-regarding-rent/>

<sup>21</sup> Knight Frank, June 2020, COVID-19 What we know, what we expect, what we question

<sup>22</sup> BNP Paribas, 2019 Q3, South East Offices Review,

<sup>23</sup> Ibid

cooling of office demand from the finance and professional services, but demand from TMTs and flexible workspace providers remains robust.

## Greater Cambridge office market

- 6.5 The Greater Cambridge office market is centred around Cambridge City, where economic growth has been strong despite the Brexit and election uncertainty of the past few years. Cambridge has also emerged as the eastern region's main hub of research & development/ TMTs, there are also some more traditional occupiers such as professional services and finance companies around the area.
- 6.6 The majority of the largest office deals in the city have occurred in the CB1 area, especially around Station Road, with Apple pre let of 80,000 sqft of space, Fora taking 65,000 sqft of space and WeWork taking up 50,000 sqft of space. There is also activity in the north of the city at Cambridge Business Park.
- 6.7 In South Cambridgeshire, the office market is focused mainly around several established office parks such as Vision Park/Pioneer Court, Cambridge Innovation Park in Waterbeach and Cambourne Business Park. There are also a number of notable 'character offices' such as barn conversions, examples of this include Copley Hill Business Park and Magog Court.
- 6.8 Occupiers in these areas range from local to national occupiers, Occupiers include Ziess (advanced manufacturing) who occupy a 43,000 sqft building at Cambourne Business Park and DCI<sup>2</sup> (Data Storage), who occupy a 30,000 sqft building at Cambridge Research Park.

## Office rents

- 6.9 According to Carter Jonas, prime rents in the CB1 area are up to £46.50 psf while prime rents in the northern fringe area are around £36.00 psf. Table 6-1 sets out achieved rents for the Cambridge City area recorded on CoStar. Rents for second-hand units range from £23 psf to £32 psf; with higher quality refurbished units in central Cambridge achieving close to £40 psf. There is no evidence of new build achieved rents available on CoStar.

**Table 6-1 - Achieved office rents Cambridge City**

Lease signed date	Address	Tenant	Size sqft	Rent £ psf	Comment
27/05/2020	Radio House, St Andrews Road, Cambridge, CB4 1GS	Sentec	13,989	£32.00	Recently renovated BREEAM Excellent building, 10-year lease
10/03/2020	Norman House Cambridge Place, Off	Salus Wellness	1,446	£23.00	Central Cambridge

Lease signed date	Address	Tenant	Size sqft	Rent £ psf	Comment
	Hills Road, Cambridge CB2 1NS				location, 7 year lease
01/01/2020	95 Regent Street, Cambridge, CB2, 1BQ	Invenia Labs	7,944	£40.00	Recently refurbished city centre offices, 10 year lease
12/02/2020	Kett House, Station Road, CB1 2JY	Apple Europe	17,920	£40.00	5 year lease, moving in August 2020
14/03/2019	Terrington House, 13-15 Hills Road, Cambridge CB2 1NL	Ramboll UK	3,925	£35.00	Lease Renewal, 5 year lease
06/09/2019	95-97 Regent Street, Cambridge, CB2 1BQ	IQ Capital	2,380	£35.00	10 year lease with 3 months rent free and rent review at year 5 (Effective Rent - £33.85)

Source: CoStar accessed June 2020

- 6.10 Table 6-2 sets out achieved rents for the South Cambridgeshire area recorded on CoStar. Rents for second-hand units range from £14 psf to £31.50 psf; with the higher rents being achieved at high quality office parks such as Granta Park and Vision Park.

**Table 6-2 - Achieved office rents South Cambridgeshire**

Lease signed date	Address	Tenant	Size sqft	Rent £ psf	Comment
23/07/2019	Suite 1 Pioneer House, Chivers Way, Histon, Cambridge, CB24 9NL	Granite Coast	1,766	£25.30	10 year lease with 5 year break and 3 months rent free—effective rent £24.47 psf
15/07/2019	Vision House, 7/8 Oakington Business Park, Dry Drayton Road, CB24 3DQ	The Harrison Group	857	£18.99	Constructed circa 2007, 5 year lease
27/03/2020	Unit 6, Stow Court, Stow Road, Stow-Cum-Quy, Cambridge, CB25 9AS	Barker Associates	1,044	£22.50	Renovated 2019, 5 year lease with tenant break at year 3
29/03/2019	Unit 18, Avenue Business Park, Brockley Road, Cambridge CB23 4EY	S2 Partnership	1,588	£14.16	Barn conversion offices, 3 year lease

Lease signed date	Address	Tenant	Size sqft	Rent £ psf	Comment
01/08/2018	10 Bennell Court West Street, Comberton, CB23 7EN	Johnstones Homecare	460	£18.47	2 year lease

Source: Source: CoStar accessed June 2020

## Office yields Cambridge City

- 6.11 There is little evidence of recent office investment activity in Cambridge city recorded on CoStar. Table 6-3 shows these investment transactions, with yields between 5.6%-5.89%, these properties are located in the fringe areas of the city. In addition to this, Bidwells report a prime yield of 4.50% for offices in Cambridge City.

**Table 6-3 - Office investment transactions Cambridge City**

Date of transaction	Address	Tenant	Size sqft	Net Initial Yield	Comment
31/05/2019	Chartwell House, 620 Newmarket Road, CB5 8LP	Multi-let	5,092	4.8%	Fully occupied, Reversionary yield set to be 6.5%
11/04/2019	23 Signet Court Cambridge CB5 8LA	The Richmond Fellowship	1,267	5.89%	Fully occupied, Lease lengths mostly 10 years with 5 year breaks.

Source: CoStar, accessed June 2020

- 6.12 There is limited recent evidence of office investment yields available for the district on CoStar, therefore, we have also considered the wider area. Table 6-4 shows that yields range between 6.01% and 6.36%. Knight Frank yield evidence supports the CoStar evidence, with their research indicating that office yields in secondary towns and office parks are approximately 5.25%+.<sup>24</sup>

**Table 6-4 - Office investment transactions South Cambridgeshire**

Date of transaction	Address	Tenant	Size sqft	Net Initial Yield	Comment
01/10/2018	1-3 De La Warr Way, Cambourne, Cambridge, CB23 6DX	Multilet	1,538	6.01%	Auction Sale, Fully occupied

<sup>24</sup> Knight Frank, Yield Guide May 2020

27/03/2019	1 Cates Corner, Hill Street, Saffron Walden, Essex, CB10 1LU	Saffron Security	1,244	6.36%	High street office, new letting from 18th December 2018 until 18th December 2023.
23/11/2018	Western House, 2 Cambridge Road, Stansted Mountfitchet, CM24 8BZ	Multiliet	7,640	6.35%	Fully occupied, Lease lengths mostly 10 years with 5 year breaks.

Source: CoStar, accessed June 2020

## Conclusion

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6.13 Based on the above evidence we have proposed to test the following:

- CBD offices
  - Rent £495 psm (£46 psf)
  - Yield 5%
- Cambridge fringe office parks
  - Rent £215 psm (£23 psf)
  - Yield 5.5%
- Rural office parks (1,000 sqft)
  - Rent £215 psm (£25 psf)
  - Yield 7%

## 7 Industrial market assessment

### Introduction

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- 7.1 Prior to the Covid-19 lockdown, the UK industrial market was tight, with growing demand pushing against restricted supply.
- 7.2 In the years before the recession caused by the Global Financial Crisis, the industrial market saw a wave of speculative development, fuelled by easy access to finance. Much of the new space that resulted remained on the market as occupier demand weakened in the recession, so speculative development came to a halt. In more recent years supply has tightened against demand, due to the economic recovery, the increase in online shopping (which needs warehouse space) and some industrial units being lost to higher-value residential uses.
- 7.3 Due to the tight nature of the funding markets, speculative development is generally only occurring in 'super-prime' areas such as parts of the M1 corridor, Heathrow, etc. Those areas have very strong occupier demand from blue-chip covenants, who are prepared to commit to longer-term leases (typically more than 10 years), therefore the perceived risk is low. Elsewhere, speculative development is generally occurring only for larger units that can be occupied by these large national /international firms.
- 7.4 The economics for small and mid-sized units is different from large-scale distribution units, both in terms of cost and values. Smaller and mid-sized units do not benefit from economies of scale for build costs as large units do. Covenant strength of occupiers of smaller units is generally weaker and result in less secure income, which is guaranteed for shorter periods due to shorter lease terms, and hence lower capital values. Consequently, small and medium-sized development typically occurs only on existing employment sites - where infrastructure is currently in place; or as part of larger strategic schemes, whereby the large-scale distribution units can pay for the infrastructure to service the smaller and mid-sized units.
- 7.5 Concerning small and mid-size units, the lack of speculative development has led to an imbalance in the market, with some occupiers having to wait for the build to suit opportunities, or taking second-hand space to satisfy immediate requirements although they would prefer new space. With a lack of suitable medium-sized space, occupiers across the country are struggling to find suitable space for business expansion. This is having a knock-on effect, with smaller units not experiencing 'natural' levels of market churn, therefore not freeing up space for SMEs and start-ups.
- 7.6 Since the coronavirus lockdown the industrial market appears to be performing well. Demand for online retail has increased significantly and manufactures have sought to re-purpose space to respond to the government's need for protective equipment.

## Industrial market Greater Cambridge

- 7.7 The Greater Cambridge area has a relatively small number of industrial estates due to competition from more valuable land uses with units mostly being small and medium sized buildings that range in age. The main industrial areas are focused around Cambridge City close to the airport and railway station. There are smaller “pockets” of units elsewhere. There has not been much recent new build development, but what has come forward are mid sized units between 20,000 sqft and 35,000 sqft. The majority of the industrial stock in the area is second-hand and of reasonable quality, although there are cases where units are over 60 years old and are coming to the end of their economic lives.
- 7.8 The area benefits from a mix of sectors, although there is a greater focus of advanced manufacturing around Cambridge City due to the research and development facilities at the university. Other sectors around Greater Cambridge include general manufacturing, local trade counter services, automotive services and some general manufacturing.
- 7.9 Demand for industrial space in Greater Cambridge is from a mix of local, regional and national companies, with the larger regional/national occupiers wanting access to Cambridge’s highly skilled labour force. In recent years, there has been a growing demand from occupiers seeking suitable “mid-tech” space, which industrial space that also includes offices and communal areas.

## Industrial rents

- 7.10 Carter Jones report<sup>25</sup> that prime rents for trade counter units in Cambridge are £16.50 psf, falling to £13.50 psf for general industrial.
- 7.11 Table 7-1 shows that rents industrial range between £7.89 psf and £12.50 psf with the higher rents being achieved at Enterprise 5000, a new development at Cambridge Research Park which was built for the “mid-tech” market.

**Table 7-1 - Industrial occupational transactions**

Lease signed date	Address	Tenant	Size sqft	Rent £ psf	Comment
01/04/2020	Unit 8 Enterprise 5000 – Cambridge Research Park, CB25 9PD	Grifols (Pharmaceuticals)	13,879	£12.50	Listed as being on the market for 28 months, New build space. 10-year lease with rent-free period spread over term – effective rent £11.70 psf

<sup>25</sup> Carter Jonas, 2020, Commercial Edge Spring 2020

Lease signed date	Address	Tenant	Size sqft	Rent £ psf	Comment
26/0/2020	Unit 9 Nuffield Road, Cambridge, CB4 1TF	Unknown	11,714 (including 2,550 sqft offices)	£10.67	1980's steel portal framed building. 10-year lease
02/03/2020	Unit E, Trinity Hall Farm Industrial Estate, Cambridge, CB4 1TG	Fenley Foods	1,160	£11.64	New build space. 5-year lease with 3-year break
01/12/2019	Suite 9, Babraham Road, Cambridge, CB22 3JH	Echion Technologies (advanced manufacturing)	2,386	£10.00	10-year lease with 6 months rent free and 5 year tenant break – effective rent £9.35 psf
25/11/2019	Unit 400, Buckingway Business Park, CB24 4AE	Network Rail	50,284	£8.95	New build space. 10-year lease
19/10/2019	Copley Hill Business Park - Babraham Road	PMS Cambridge	1,530	£11.24	Renovated in 2008. 7-year lease.
12/07/2019	Unit 5 The Links, Trafalgar Way, Bar Hill, CB23 8UD	Laborsing	6,135 (including 769 sqft offices)	£8.15	1990s industrial Building. 10-year lease.
08/05/2019	11-11A Nuffield Road, Cambridge, CB4 1TF	Cambridge Office Environments	6,147	£7.89	1960s building. 10-year lease.

Source: CoStar, accessed June 2020

## Industrial yields

7.12 Carter Jonas report<sup>25</sup> that prime industrial yields in Cambridge are 5.5%. There is limited evidence of investment transactions recorded on CoStar so we have considered evidence from the neighbouring East Cambridgeshire area. Table 7-2 shows investment transactions are achieving between 4.05% and 7.49% yields. Due to the lack of available data on CoStar, we have also reviewed the Knight Frank Yield Guide<sup>26</sup> which states that Good modern estates are at a yield of 4.75%-5%, lower than the recent transactions.

<sup>26</sup> Knight Frank, 2019, Investment yield guide December 2019



**Table 7-2 - Industrial investment transactions**

Date of transaction	Address	Tenant	Size sqft	Net Initial Yield	Comment
01/07/2019	Unit K Broad Lane Industrial Estate, Cottenham, Cambridgeshire, CB24 8SW	Retrofit UK	13,967	7.49%	Modern purpose-built industrial building. Let on a 20 year lease
25/09/2019	6-7 Coldhams Road, Cambridge, CB1 3EW	Multi-let – tenants include; Topps Tiles and Howdens	10,445	4.05%	Modern purpose build light industrial building.
08/02/2019	Plot 9, St Leger Drive, Newmarket, CB8 7DT	Unknown	22,582	5%	Built to a Grade A in November 2013, CoStar states that it was one of the first BREEAM Excellent buildings to be delivered in the UK.

Source: CoStar, accessed March 2020

## Conclusion

- 7.13 Based on the above evidence we propose to use a rent of £145 psm (£13.50 psf) and variable yield of between 5.5% and 6%.

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Scheme Ref:

BTR (Brookgate)

No Units:

1000

Location / Value Zone:

High

Development Scenario:

Brownfield

Notes:

## ASSUMPTIONS - COMMERCIAL USES

Units -	# Units	% mix	# Units	# Mkt Resi Units	# AH Units
BTR studio	30	5%	30	30	
BTR 1 bed	180	30%	180	180	
BTR 2 bed	300	50%	300	300	
BTR 3 bed	90	15%	90	90	
BTR studio AH	30	7.5%	30		30
BTR 1 bed AH	120	30.0%	120		120
BTR 2 bed AH	150	37.5%	150		150
BTR 3 bed AH	100	25.0%	100		100
	1,000		1000	600	400
Affordable housing %					40%

Scheme Ref: **BTR (Brookgate)**  
 No Units: **1000** Location / Value Zone: **High** Development Scenario: **Brownfield**  
 Notes:

**GROSS DEVELOPMENT VALUE**

BTR GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
BTR studio	unit	432,000	26%	320,544	4.00%	8,013,600.00
BTR 1 bed	unit	3,456,000	26%	2,564,352	4.00%	64,108,800.00
BTR 2 bed	unit	7,740,000	26%	5,743,080	4.00%	#####
BTR 3 bed	unit	2,970,000	26%	2,203,740	4.00%	55,093,500.00
BTR studio AH	unit	345,600	26%	256,435	4.00%	6,410,880.00
BTR 1 bed AH	unit	1,843,200	26%	1,367,654	4.00%	34,191,360.00
BTR 2 bed AH	unit	3,096,000	26%	2,297,232	4.00%	57,430,800.00
BTR 3 bed AH	unit	2,640,000	26%	1,958,880	4.00%	48,972,000.00
				16,711,918		417,797,940
<b>BTR GDV less voids and PC</b>						
			less RF/Void		Purchasers Costs %	PC £
BTR studio			-	8,013,600	5.76%	(436,444)
BTR 1 bed			-	64,108,800	5.76%	(3,491,553)
BTR 2 bed			-	143,577,000	5.76%	(7,819,625)
BTR 3 bed			-	55,093,500	5.76%	(3,000,554)
BTR studio AH			-	6,410,880	5.76%	(349,155)
BTR 1 bed AH			-	34,191,360	5.76%	(1,862,162)
BTR 2 bed AH			-	57,430,800	5.76%	(3,127,850)
BTR 3 bed AH			-	48,972,000	5.76%	(2,667,159)
<b>Sub-total GDV Commercial</b>						<b>395,043,438</b>
<b>Phasing</b>						
Phase 1 GDV						131,681,146
Phase 2 GDV						131,681,146
Phase 3 GDV						131,681,146
<b>Grant Funding</b>						-
<b>Total GDV</b>						<b>395,043,438</b>

**DEVELOPMENT COSTS**

<b>Initial Payments -</b>						
Planning Application Professional Fees, Surveys and reports				4.0 x		94,000
Statutory Planning Fees (Planning Portal)					23,411 £	23,411
CIL		81,550 sqm (gross)	0.00 £ psm			-
<b>CIL analysis:</b>						
		0.00% % of GDV				
Site Specific S106 Contributions	1,000 units @		0			-
Net zero carbon	1,000 units @		5% build costs			(6,560,698)
Green belt mitigate	1,000 units @		1000 per dwelling			(1,000,000)
<b>S106 analysis</b>						
		0.00% % of GDV		0.00 £ psm (GIA)		
<b>Construction Costs -</b>						
Site Clearance and Demolition (inc. Mineworking)		8.24 acres @	110,000 £ per acre (if brownfield)			(906,033)
Biodiversity Net Gain		1,000 dwellings	298 £ per dwelling			(298,000)
Infrastructure costs		15,000 1,000				(15,000,000)
BTR studio		1,500 sqm @	1,609 psm			(2,413,500)
BTR 1 bed		11,250 sqm @	1,609 psm			(18,101,250)
BTR 2 bed		26,250 sqm @	1,609 psm			(42,236,250)
BTR 3 bed		9,675 sqm @	1,609 psm			(15,567,075)
BTR studio AH		1,500 sqm @	1,609 psm			(2,413,500)
BTR 1 bed AH		7,500 sqm @	1,609 psm			(12,067,500)
BTR 2 bed AH		13,125 sqm @	1,609 psm			(21,118,125)
BTR 3 bed AH		10,750 sqm @	1,609 psm			(17,296,750)
<b>Total</b>		81,550				(131,213,950)
External works		131,213,950 @	15.0%			(19,682,093)
M4(2) Category 2 Housing	Aff units	400 units @	100% @	586 £ per dwelling		(234,400)
M4(3) Category 3 Housing	Aff units	400 units @	5% @	11,386 £ per dwelling		(227,720)
M4(2) Category 2 Housing	Mkt units	600 units @	100% @	586 £ per dwelling		(351,600)
M4(3) Category 3 Housing	Mkt units	600 units @	5% @	11,386 £ per dwelling		(341,580)
Electric charge points (flats)	All units	1,000 units @	100%	625 £ per dwelling		(625,000)
Water Efficiency additional cost	All units	1,000 units @	100%	3,106 £ per dwelling		(3,106,000)
Contingency		171,986,376 @	5.0%			(8,599,319)
<b>Professional Fees</b>		171,986,376 @	6.5%			(11,179,114)
<b>Disposal Costs -</b>						
Letting Agents Costs		16,711,918 ERV @	15.00%			(2,506,788)
Letting Legal Costs		16,711,918 ERV @	5.00%			(835,596)
Investment Sale Agents Costs		395,043,438 GDV @	1.00%			(3,950,434)
Investment Sale Legal Costs		395,043,438 GDV @	0.50%			(1,975,217)
Marketing and Promotion		395,043,438 GDV @	0.50%			(1,975,217)
<b>Interest (on Development Costs) -</b>		7.50% APR		0.604% pcm		(13,162,747)

Scheme Ref: **BTR (Brookgate)**  
No Units: **1000** Location / Value Zone: **High** Development Scenario: **Brownfield**  
Notes:

Developers Profit -			
Profit on Cost	223,614,094	15.00%	(33,542,114)
TOTAL COSTS			(257,156,209)

**Scheme Ref:** **BTR (Brookgate)**  
**No Units:** **1000** **Location / Value Zone:** **High** **Development Scenario:** **Brownfield**  
**Notes:**

**RESIDUAL LAND VALUE**

Residual Land Value (gross)				137,887,229	@	5.00%	(slabbed)	137,887,229
SDLT				137,887,229	@	1.00%		(6,883,861)
Acquisition Agent fees				137,887,229	@	0.50%		(1,378,872)
Acquisition Legal fees				137,887,229	@	7.50%		(689,436)
Interest on Land				137,887,229	@			(10,341,542)
Residual Land Value								<b>118,593,517</b>
<i>RLV analysis:</i>				<i>35,578,055</i>	<i>£ per ha</i>		<i>14,398,242</i>	<i>£ per acre</i>

**THRESHOLD LAND VALUE**

Density				300.00	dph			
Site Area				3.33	ha		8.24	acres
<i>Density analysis:</i>				<i>300.00</i>	<i>dph</i>		<i>24,465</i>	<i>sqm/ha</i>
							<i>106,572</i>	<i>sqft/ac</i>
Threshold Land Value				1,317,866	£ per ha		533,333	£ per acre
								<b>4,392,886</b>

**BALANCE**

Surplus/(Deficit)				<b>34,260,189</b>	<b>£ per ha</b>		<b>13,864,909</b>	<b>£ per acre</b>
								<b>114,200,631</b>

**SENSITIVITY ANALYSIS**

The following sensitivity tables show the balance of the appraisal (RLV-BLV) for changes in appraisal input assumptions above.  
Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 40%							
Balance (RLV - BLV)		114,200,631	25%	30%	35%	40%	45%	50%	55%
S106 (£ per dwelling)	0.00	20,000.00	97,761,231	94,154,257	90,544,521	86,927,772	83,307,202	79,682,295	76,057,387
		30,000.00	83,693,769	80,068,862	76,443,955	72,819,047	69,194,140	65,569,233	61,944,326
		40,000.00	69,580,707	65,955,800	62,330,893	58,705,986	55,081,079	51,456,172	47,831,265
		50,000.00	55,467,645	51,842,738	48,217,831	44,592,924	40,968,017	37,343,110	33,718,203
		60,000.00	41,354,583	37,729,676	34,104,769	30,479,862	26,854,955	23,230,048	19,605,141
		70,000.00	27,241,521	23,616,614	20,000,000	16,383,086	12,766,172	9,149,258	5,532,344
		80,000.00	13,128,459	9,503,552	5,888,645	2,273,738	(1,351,178)	(2,966,271)	(4,560,814)
		90,000.00	(1,015,397)	(4,390,490)	(7,775,583)	(11,160,676)	(14,545,769)	(17,930,862)	(21,315,955)
		100,000.00	(7,902,335)	(11,277,422)	(14,662,515)	(18,047,608)	(21,432,701)	(24,817,794)	(28,202,887)
		110,000.00	(14,789,273)	(18,164,360)	(21,549,457)	(24,924,550)	(28,309,643)	(31,694,736)	(35,079,830)
		120,000.00	(21,676,211)	(25,051,300)	(28,431,397)	(31,811,290)	(35,195,386)	(38,580,479)	(41,965,522)

**TABLE 2**

		Site Specific S106 100% (where 110% is a 10% increase etc.)							
Balance (RLV - BLV)		114,200,631	90%	100%	110%	120%	130%	140%	150%
CIL £psm	0.00	0	114,992,303	114,200,631	113,408,959	112,615,222	111,819,441	111,023,661	110,227,518
		50	109,581,147	108,781,332	107,979,166	107,175,388	106,371,611	105,567,574	104,759,908
		100	104,097,278	103,287,117	102,475,633	101,664,148	100,852,664	100,041,179	99,229,194
		150	98,539,827	97,720,922	96,902,018	96,083,113	95,264,208	94,445,303	93,626,398
		200	92,911,988	92,085,947	91,259,905	90,431,254	89,601,750	88,772,245	87,942,740
		250	87,216,650	86,383,752	85,549,005	84,712,782	83,876,559	83,040,336	82,204,113
		300	81,466,850	80,630,627	79,794,404	78,958,181	78,121,958	77,285,735	76,449,512
		350	75,712,249	74,876,026	74,039,803	73,203,580	72,367,357	71,531,134	70,694,911
		400	69,957,648	69,121,425	68,285,202	67,448,979	66,612,756	65,776,533	64,940,310
		450	64,203,047	63,366,824	62,530,601	61,694,378	60,858,155	60,021,932	59,185,709
		500	58,420,044	57,572,285	56,718,915	55,865,545	55,008,300	54,149,283	53,289,397
		550	52,524,174	51,659,543	50,789,812	49,919,602	49,046,440	48,170,684	47,294,179
		600	46,514,165	45,632,897	44,747,934	43,861,186	42,973,084	42,080,889	41,188,695
		650	40,394,209	39,496,601	38,597,362	37,694,373	36,791,383	35,883,936	34,975,998
		700	34,168,309	33,254,654	32,340,999	31,423,125	30,504,185	29,583,756	28,659,562
		750	27,838,810	26,910,948	25,981,533	25,051,301	24,116,696	23,182,091	22,244,407
		800	21,408,877	20,469,113	19,524,376	18,579,484	17,632,665	16,682,675	15,732,686
		850	14,883,804	13,928,748	12,973,205	12,013,113	11,053,021	10,093,029	9,133,037
		900	8,265,966	7,300,868	6,335,770	5,370,672	4,405,574	3,440,476	2,475,378
		950	1,615,805	650,707	(314,391)	(1,279,489)	(2,244,586)	(3,209,684)	(4,174,782)
		1000	(5,150,990)	(6,273,197)	(7,395,404)	(8,517,611)	(9,639,818)	(10,762,024)	(11,884,231)
		1050	(12,883,735)	(14,005,942)	(15,128,149)	(16,250,356)	(17,372,563)	(18,494,769)	(19,616,976)
		1100	(20,616,480)	(21,738,687)	(22,860,894)	(23,983,101)	(25,105,308)	(26,227,514)	(27,349,721)
		1150	(28,349,225)	(29,471,432)	(30,593,639)	(31,715,846)	(32,838,053)	(33,960,259)	(35,082,466)
		1200	(36,081,970)	(37,204,177)	(38,326,384)	(39,448,591)	(40,570,798)	(41,693,004)	(42,815,211)
		1250	(43,814,715)	(44,936,922)	(46,059,129)	(47,181,336)	(48,303,542)	(49,425,749)	(50,547,956)

Scheme Ref:  
No Units:  
Notes:

**BTR (Brookgate)**  
**1000**

Location / Value Zone: **High**

Development Scenario: **Brownfield**

TABLE 3

		Build rate 100% (where 110% is a 10% increase etc.)						
Balance (RLV - TLV)	114,200,631	80%	90%	100%	110%	120%	130%	140%
CIL Epsm  0	0	151,389,705	133,042,749	114,200,631	95,020,306	75,590,786	55,935,359	35,451,304
	20	149,397,093	130,955,224	112,041,466	92,804,294	73,330,591	53,593,767	32,996,958
	40	147,387,618	128,853,522	109,870,384	90,578,096	71,062,284	51,232,939	30,530,705
	60	145,361,853	126,737,947	107,687,534	88,342,061	68,784,598	48,857,840	28,052,708
	80	143,319,979	124,608,662	105,493,063	86,096,325	66,496,190	46,468,648	25,563,128
	100	141,262,173	122,465,827	103,287,117	83,841,019	64,199,987	44,065,542	23,060,834
	120	139,186,419	120,309,601	101,069,840	81,575,519	61,898,146	41,648,697	20,545,050
	140	137,095,134	118,140,143	98,841,344	79,298,588	59,588,199	39,218,289	18,018,087
	160	134,988,537	115,957,608	96,600,470	77,012,421	57,262,066	36,774,490	15,480,102
	180	132,866,797	113,762,152	94,348,624	74,717,147	54,919,939	34,317,070	12,931,247
	200	130,730,086	111,553,928	92,085,947	72,415,307	52,562,010	31,845,003	10,370,368
	220	128,577,737	109,333,088	89,812,577	70,113,467	50,188,541	29,359,978	7,796,370
	240	126,409,902	107,099,783	87,528,652	67,811,626	47,799,721	26,862,161	5,211,893
	260	124,227,682	104,854,163	85,234,308	65,509,786	45,395,734	24,351,719	2,617,087
	280	122,031,241	102,596,375	82,932,467	63,207,945	42,976,764	21,828,817	12,098
	300	119,820,739	100,326,566	80,630,627	60,904,744	40,542,993	19,293,617	(2,605,970)
	320	117,596,336	98,044,883	78,328,787	58,584,066	38,094,602	16,746,282	(5,384,388)
	340	115,358,191	95,751,468	76,026,946	56,246,112	35,631,770	14,185,403	(8,452,892)
	360	113,106,462	93,449,628	73,725,106	53,891,081	33,154,673	11,611,666	(11,532,632)
	380	110,840,556	91,147,788	71,423,266	51,519,243	30,663,488	9,026,198	(14,625,730)
	400	108,561,114	88,845,947	69,121,425	49,130,793	28,158,388	6,429,157	(17,718,828)
	420	106,268,629	86,544,107	66,819,585	46,725,925	25,639,546	3,820,698	(20,811,926)
	440	103,966,788	84,242,266	64,517,744	44,304,830	23,107,133	1,200,974	(23,905,024)
	460	101,664,948	81,940,426	62,215,904	41,867,697	20,560,768	(1,431,178)	(26,998,122)
	480	99,363,108	79,638,586	59,903,465	39,414,715	18,000,438	(4,076,013)	(30,091,220)
	500	97,061,267	77,336,745	57,572,285	36,946,068	15,426,962	(7,124,675)	(33,184,318)
	520	94,759,427	75,034,905	55,220,151	34,461,943	12,840,503	(10,217,773)	(36,277,416)
	540	92,457,587	72,733,065	52,849,944	31,962,521	10,241,228	(13,310,871)	(39,370,514)
	560	90,155,746	70,431,224	50,461,866	29,447,985	7,629,297	(16,403,969)	(42,463,612)
	580	87,853,906	68,129,384	48,056,117	26,918,513	5,004,873	(19,497,067)	(45,556,710)
	600	85,552,065	65,827,543	45,632,897	24,374,284	2,368,116	(22,590,165)	(48,649,808)

TABLE 4

		GDV						
Balance (RLV - TLV)	114,200,631	80%	90%	100%	110%	120%	130%	140%
CIL Epsm 0	0	44,762,428	79,725,982	114,200,631	148,166,743	181,587,864	214,770,595	247,953,326
	20	42,425,419	77,491,498	112,041,466	146,088,566	179,596,007	212,778,738	245,961,468
	40	40,070,048	75,245,989	109,870,384	143,997,530	177,591,467	210,786,880	243,969,611
	60	37,696,594	72,989,597	107,687,534	141,893,791	175,572,662	208,795,022	241,977,753
	80	35,305,261	70,722,460	105,493,063	139,777,504	173,540,250	206,803,165	239,985,896
	100	32,896,249	68,444,716	103,287,117	137,648,823	171,494,393	204,811,307	237,994,038
	120	30,468,260	66,154,916	101,069,840	135,507,902	169,435,254	202,819,450	236,002,180
	140	28,022,536	63,854,662	98,841,344	133,354,891	167,362,994	200,827,592	234,010,323
	160	25,559,825	61,552,821	96,600,470	131,189,574	165,277,772	198,829,491	232,018,465
	180	23,080,323	59,250,981	94,348,624	129,011,836	163,179,747	196,817,102	230,026,608
	200	20,584,218	56,949,141	92,085,947	126,822,383	161,069,075	194,791,080	228,034,750
	220	18,071,700	54,647,300	89,812,577	124,621,363	158,945,911	192,751,589	226,042,893
	240	15,542,957	52,333,256	87,528,652	122,408,921	156,810,409	190,698,792	224,051,035
	260	12,998,174	49,998,852	85,234,308	120,185,201	154,662,722	188,632,851	222,059,178
	280	10,436,529	47,645,100	82,932,467	117,950,346	152,502,999	186,553,923	220,067,320
	300	7,859,065	45,273,269	80,630,627	115,704,498	150,331,392	184,462,169	218,061,542
	320	5,266,202	42,883,564	78,328,787	113,447,796	148,148,048	182,357,744	216,041,910
	340	2,658,117	40,476,183	76,026,946	111,180,380	145,953,115	180,240,804	214,008,786
	360	34,988	38,051,326	73,725,106	108,902,387	143,746,737	178,111,502	211,962,102
	380	(2,603,010)	35,607,391	71,423,266	106,612,588	141,529,058	175,969,992	209,902,146
	400	(5,408,372)	33,146,330	69,121,425	104,312,114	139,300,223	173,816,425	207,829,102
420	(8,501,470)	30,668,481	66,819,585	102,010,273	137,059,318	171,650,949	205,743,129	
440	(11,594,568)	28,174,033	64,517,744	99,708,433	134,807,133	169,472,843	203,644,386	
460	(14,687,666)	25,663,177	62,215,904	97,406,592	132,544,146	167,282,897	201,533,028	
480	(17,780,764)	23,136,100	59,903,465	95,104,752	130,270,497	165,081,414	199,409,211	
500	(20,873,862)	20,592,986	57,572,285	92,802,912	127,986,323	162,868,540	197,273,088	
520	(23,966,960)	18,034,022	55,220,151	90,501,071	125,691,760	160,644,420	195,124,812	
540	(27,060,058)	15,458,912	52,849,944	88,199,231	123,389,919	158,409,195	192,964,533	
560	(30,153,156)	12,867,735	50,461,866	85,897,391	121,088,079	156,163,007	190,792,400	
580	(33,246,254)	10,261,341	48,056,117	83,595,550	118,786,239	153,905,996	188,608,562	
600	(36,339,352)	7,639,906	45,632,897	81,293,710	116,484,398	151,638,301	186,413,166	

## NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

Scheme Ref: **BTR (Brookgate)**  
 No Units: **1000** Location / Value Zone: **High** Development Scenario: **Brownfield**  
 Notes:

KPI's for Report Summary Table - [ note that this table is combined with other similar Scheme Typologies for the Main Report ]

[ please check that it captures the required KPI's that you would like carried forward and presented in the Main Report (not the Appendices) ]

Scheme Ref:	<b>BTR (Brookgate)</b>
No Units:	1000
Location / Value Zone:	High
Development Scenario:	Brownfield
Notes:	[ The figures in yellow are dummy figure to test the formula; need Cambs sign-off to the headings and sensitivities ]
Total GDV (£)	395,043,438
<b>Policy Assumptions</b>	
CIL (£ psm)	-
CIL (£)	-
Site Specific S106 (£ psm)	-
Site Specific S106 (£)	-
Sub-Total Policy Costs (£ psm)	-
<b>Sub-Total Policy Costs (£)</b>	-
<b>Profit KPI's</b>	
Total Developers Profit (£)	33,542,114
Developers Profit (% on costs)	15.0%
<b>Land Value KPI's</b>	
RLV (£/acre)	14,398,242
RLV (£/ha)	35,578,055
RLV (£ net)	118,593,517
BLV (£/acre)	533,333
BLV (£/ha)	1,317,866
BLV (£ net)	4,392,886
Surplus/Deficit (£/acre)	13,864,909
Surplus/Deficit (£/ha)	34,260,189
Surplus/Deficit	114,200,631
Plan Viability comments	Not Viable if RLV < BLV, and RLV is negative
	Marginal if RLV < BLV, but RLV is positive
	Not Viable if RLV < BLV, and RLV is negative
	Viable if RLV > BLV



## 210816\_Cambridge BTR appraisals\_v3 - Summary Table

Scheme Ref:	BTR (Brookgate)
No Units:	1000
Notes:	
Total GDV (£)	395,043,438
CIL (£ psm)	-
CIL (£)	-
Site Specific S106 (£)	-
Total Developers Profit (£)	33,542,114
Developers Profit (% on costs)	15.0%
<b>RLV (£ net)</b>	<b>118,593,517</b>
RLV (£/acre)	14,398,242
RLV (£/ha)	35,578,055
<b>#REF!</b>	
BLV (£ net)	4,392,886
BLV (£/acre)	533,333
BLV (£/ha)	1,317,866
Surplus/Deficit	114,200,631
Surplus/Deficit (£/acre)	13,864,909
Surplus/Deficit (£/ha)	34,260,189
Plan Viability comments	Viable
Commuted Sum (£ psm)	
Commuted Sum (£)	

2004 Cambridge strategic options Commercial appraisals v2

R&D (GF)

SCHEME DETAILS - ASSUMPTIONS					
Science Park (R&D space)		Greenfield			
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
Science Park (R&D space)	5,000	53,820	85.0%	5,882.4	63,317
area 2	0	0	85.0%	0.0	0
area 3	0	0	85.0%	0.0	0
area 4	0	0	85.0%	0.0	0
area 5	0	0	85.0%	0.0	0
area 6	0	0	85.0%	0.0	0
total floor area	5,000	53,820	85.0%	5,882	63,317

GROSS DEVELOPMENT VALUE				
	sqft		£ psf	£
Science Park (R&D space)	53,820	@	36.00	1,937,504
area 2	0	@	0.00	-
area 3	0	@	0.00	-
area 4	0	@	0.00	-
area 5	0	@	0.00	-
area 6	0	@	0.00	-
Estimated Gross Rental Value per annum				1,937,504
Yield		@	5.25%	
capitalised rent				36,904,834
less				
Rent Free / Void allowance	12 months rent			(1,937,504)
Purchasers costs		@	5.76%	(1,904,423)
GDV				33,062,907

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees and reports				(100,000)
Statutory Planning Fees				(32,059)
Combined CIL	5,882 sqm @	0.00	£ psm	-
Site Specific S106/278				-
Construction Costs -				
Demolition and Site Clearance (allowance)	3.63 acres @	0	per acre	-
Science Park (R&D space)	5,882.35 sqm @	2,289.00	psm	(13,464,706)
	5,882.35 sqm @		per unit	
	- sqm @		£ psm	-
	- sqm @		£ per scheme	-
Biodiversity offset	- sqm @	42,545	£ per gross hectare	(62,566)
	- sqm @		psm	-
External works	13,527,272 @	15%		(2,029,091)
Contingency	15,556,363 @	5%		(777,818)
Professional Fees	16,334,181 @	10%		(1,633,418)
Disposal Costs -				
Letting Agents Costs	1,937,504 ERV @	10.00%		(193,750)
Letting Legal Costs	1,937,504 ERV @	5.00%		(96,875)
Investment Sale Agents Costs	33,062,907 GDV @	1.00%		(330,629)
Investment Sale Legal Costs	33,062,907 GDV @	0.50%		(165,315)
Marketing and Promotion	33,062,907 GDV @	1.00%		(330,629)
Finance Costs -				
Interest (cashflow basis incl. land)	7.50% APR	0.604%	pcm	(1,454,722)
Developers Profit	27,551,320 @	20.00%	on costs	
	33,062,907 @	16.67%	on GDV	(5,511,587)
TOTAL COSTS				(26,183,165)

RESIDUAL LAND VALUE			
Residual Land Value (gross)			6,879,742
SDLT (HMRC % rates)	6,879,742 @		(275,190)
Acquisition Agent fees	6,879,742 @	1%	(68,797)
Acquisition Legal fees	6,879,742 @	0.5%	(34,399)
Interest on Land	6,879,742 @	7.5%	(515,981)
Residual Land Value (net)			5,985,376

2004 Cambridge strategic options Commercial appraisals v2

R&D (GF)

THRESHOLD LAND VALUE				
Site density	4,000	sqm per hectare		
Site Area	1.471	ha	3.63	acres
	4,000	sqm/ha	17,424	sqft/ac
Threshold Land Value	247,110	£ per ha	100,000	£ per acre
	14,706	34.00%		
Gross to net				363,382

BALANCE	
Surplus/(Deficit)	5,621,993

SENSITIVITY ANALYSIS									
		GDV							
Balance	5,621,993	85%	90%	95%	100%	105%	110%	115%	
CIL £psm / Section 106	0	2,134,414	3,296,940	4,459,467	5,621,993	6,784,520	7,947,046	9,109,573	
	100	1,498,650	2,661,177	3,823,703	4,986,230	6,148,756	7,311,283	8,473,809	
	200	862,886	2,025,413	3,187,939	4,350,466	5,512,992	6,675,519	7,838,045	
	300	227,123	1,389,649	2,552,176	3,714,702	4,877,229	6,039,755	7,202,282	
	400	(415,404)	753,885	1,916,412	3,078,939	4,241,465	5,403,992	6,566,518	
	500	(1,146,167)	118,122	1,280,648	2,443,175	3,605,701	4,768,228	5,930,754	
	600	(1,876,930)	(540,692)	644,885	1,807,411	2,969,938	4,132,464	5,294,991	
	700	(2,607,692)	(1,271,455)	13,403	1,171,647	2,334,174	3,496,700	4,659,227	
	800	(3,338,455)	(2,002,218)	(665,981)	535,884	1,698,410	2,860,937	4,023,463	
	900	(4,069,218)	(2,732,981)	(1,396,743)	(96,851)	1,062,647	2,225,173	3,387,700	
	1000	(4,799,981)	(3,463,744)	(2,127,506)	(791,269)	426,883	1,589,409	2,751,936	
	1100	(5,530,744)	(4,194,507)	(2,858,269)	(1,522,032)	(203,553)	953,646	2,116,172	
	1200	(6,261,507)	(4,925,269)	(3,589,032)	(2,252,795)	(916,557)	317,882	1,480,409	
		Build costs							
Balance	5,621,993	85%	90%	95%	100%	105%	110%	115%	
CIL £psm / Section 106	0	8,140,727	7,301,149	6,461,571	5,621,993	4,782,415	3,942,838	3,103,260	
	100	7,504,963	6,665,385	5,825,807	4,986,230	4,146,652	3,307,074	2,467,496	
	200	6,869,199	6,029,622	5,190,044	4,350,466	3,510,888	2,671,310	1,831,732	
	300	6,233,436	5,393,858	4,554,280	3,714,702	2,875,124	2,035,547	1,195,969	
	400	5,597,672	4,758,094	3,918,516	3,078,939	2,239,361	1,399,783	560,205	
	500	4,961,908	4,122,330	3,282,753	2,443,175	1,603,597	764,019	(72,250)	
	600	4,326,145	3,486,567	2,646,989	1,807,411	967,833	128,255	(763,313)	
	700	3,690,381	2,850,803	2,011,225	1,171,647	332,070	(529,044)	(1,494,076)	
	800	3,054,617	2,215,039	1,375,462	535,884	(301,636)	(1,259,807)	(2,224,839)	
	900	2,418,854	1,579,276	739,698	(96,851)	(1,025,538)	(1,990,570)	(2,955,602)	
	1000	1,783,090	943,512	103,934	(791,269)	(1,756,301)	(2,721,333)	(3,686,365)	
	1100	1,147,326	307,748	(557,000)	(1,522,032)	(2,487,064)	(3,452,096)	(4,417,128)	
	1200	511,562	(326,796)	(1,287,763)	(2,252,795)	(3,217,827)	(4,182,859)	(5,147,891)	

2004 Cambridge strategic options Commercial appraisals v2

R&D (BF)

SCHEME DETAILS - ASSUMPTIONS					
Science Park (R&D space)		Brownfield			
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
Science Park (R&D space)	5,000	53,820	85.0%	5,882.4	63,317
area 2	0	0	85.0%	0.0	0
area 3	0	0	85.0%	0.0	0
area 4	0	0	85.0%	0.0	0
area 5	0	0	85.0%	0.0	0
area 6	0	0	85.0%	0.0	0
total floor area	5,000	53,820	85.0%	5,882	63,317

GROSS DEVELOPMENT VALUE				
	sqft		£ psf	£
Science Park (R&D space)	53,820	@	36.00	1,937,504
area 2	0	@	0.00	-
area 3	0	@	0.00	-
area 4	0	@	0.00	-
area 5	0	@	0.00	-
area 6	0	@	0.00	-
Estimated Gross Rental Value per annum				1,937,504
Yield		@	5.25%	
capitalised rent				36,904,834
less				
Rent Free / Void allowance	12 months rent			(1,937,504)
Purchasers costs		@	5.76%	(1,904,423)
GDV				33,062,907

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees and reports				(100,000)
Statutory Planning Fees				(32,059)
Combined CIL	5,882 sqm @	0.00	£ psm	-
Site Specific S106/278				-
Construction Costs -				
Demolition and Site Clearance (allowance)	3.63 acres @	110,000	per acre	(399,721)
Science Park (R&D space)	5,882.35 sqm @	2,289.00	psm	(13,464,706)
	5,882.35 sqm @		per unit	
	- sqm @		£ psm	-
	- sqm @		£ per scheme	-
Biodiversity offset	- sqm @	42,545	£ per gross hectare	(62,566)
	- sqm @		psm	-
External works	13,527,272 @	15%		(2,029,091)
Contingency	15,956,083 @	5%		(797,804)
Professional Fees	16,753,888 @	10%		(1,675,389)
Disposal Costs -				
Letting Agents Costs	1,937,504 ERV @	10.00%		(193,750)
Letting Legal Costs	1,937,504 ERV @	5.00%		(96,875)
Investment Sale Agents Costs	33,062,907 GDV @	1.00%		(330,629)
Investment Sale Legal Costs	33,062,907 GDV @	0.50%		(165,315)
Marketing and Promotion	33,062,907 GDV @	1.00%		(330,629)
Finance Costs -				
Interest (cashflow basis incl. land)	7.50% APR	0.604%	pcm	(1,540,393)
Developers Profit	27,551,320 @	20.00%	on costs	
	33,062,907 @	16.67%	on GDV	(5,511,587)
TOTAL COSTS				(26,730,513)

RESIDUAL LAND VALUE			
Residual Land Value (gross)			6,332,394
SDLT (HMRC % rates)	6,332,394 @		(253,296)
Acquisition Agent fees	6,332,394 @	1%	(63,324)
Acquisition Legal fees	6,332,394 @	0.5%	(31,662)
Interest on Land	6,332,394 @	7.5%	(474,930)
Residual Land Value (net)			5,509,183

2004 Cambridge strategic options Commercial appraisals v2

R&D (BF)

THRESHOLD LAND VALUE					
Site density	4,000	sqm per hectare			
Site Area	1.471	ha	3.63	acres	
	4,000	sqm/ha	17,424	sqft/ac	
Threshold Land Value	1,186,128	£ per ha	480,000	£ per acre	
	14,706	34.00%			1,744,235
Gross to net					

BALANCE	
Surplus/(Deficit)	3,764,947

SENSITIVITY ANALYSIS									
		GDV							
		85%	90%	95%	100%	105%	110%	115%	
CIL £psm / Section 106	Balance	3,764,947							
	0	277,368	1,439,894	2,602,421	3,764,947	4,927,474	6,090,001	7,252,527	
	100	(358,396)	804,131	1,966,657	3,129,184	4,291,710	5,454,237	6,616,763	
	200	(994,160)	168,367	1,330,894	2,493,420	3,655,947	4,818,473	5,981,000	
	300	(1,625,981)	(467,397)	695,130	1,857,656	3,020,183	4,182,709	5,345,236	
	400	(2,343,605)	(1,103,160)	59,366	1,221,893	2,384,419	3,546,946	4,709,472	
	500	(3,074,368)	(1,738,741)	(576,398)	586,129	1,748,656	2,911,182	4,073,709	
	600	(3,805,131)	(2,468,893)	(1,212,161)	(49,635)	1,112,892	2,275,418	3,437,945	
	700	(4,535,894)	(3,199,656)	(1,863,419)	(685,398)	477,128	1,639,655	2,802,181	
	800	(5,266,656)	(3,930,419)	(2,594,182)	(1,316,299)	(158,636)	1,003,891	2,166,417	
	900	(5,997,419)	(4,661,182)	(3,324,945)	(1,988,707)	(794,399)	368,127	1,530,654	
	1000	(6,728,182)	(5,391,945)	(4,055,707)	(2,719,470)	(1,426,553)	(267,636)	894,890	
	1100	(7,458,945)	(6,122,708)	(4,786,470)	(3,450,233)	(2,113,995)	(903,400)	259,126	
	1200	(8,189,708)	(6,853,471)	(5,517,233)	(4,180,996)	(2,844,758)	(1,532,092)	(376,637)	
		Build costs							
		85%	90%	95%	100%	105%	110%	115%	
CIL £psm / Section 106	Balance	3,764,947							
	0	6,283,681	5,444,103	4,604,525	3,764,947	2,925,370	2,085,792	1,246,214	
	100	5,647,917	4,808,339	3,968,762	3,129,184	2,289,606	1,450,028	610,450	
	200	5,012,154	4,172,576	3,332,998	2,493,420	1,653,842	814,264	(25,313)	
	300	4,376,390	3,536,812	2,697,234	1,857,656	1,018,079	178,501	(661,077)	
	400	3,740,626	2,901,048	2,061,471	1,221,893	382,315	(457,263)	(1,296,841)	
	500	3,104,862	2,265,285	1,425,707	586,129	(253,449)	(1,093,027)	(1,960,752)	
	600	2,469,099	1,629,521	789,943	(49,635)	(889,213)	(1,728,258)	(2,691,514)	
	700	1,833,335	993,757	154,179	(685,398)	(1,522,456)	(2,457,245)	(3,422,277)	
	800	1,197,571	357,994	(481,584)	(1,316,299)	(2,222,976)	(3,188,008)	(4,153,040)	
	900	561,808	(277,770)	(1,117,348)	(1,988,707)	(2,953,739)	(3,918,771)	(4,883,803)	
	1000	(73,956)	(913,534)	(1,754,438)	(2,719,470)	(3,684,502)	(4,649,534)	(5,614,566)	
	1100	(709,720)	(1,542,576)	(2,485,201)	(3,450,233)	(4,415,265)	(5,380,297)	(6,345,329)	
	1200	(1,340,900)	(2,250,932)	(3,215,964)	(4,180,996)	(5,146,028)	(6,111,060)	(7,076,092)	



2004 Cambridge strategic options Commercial appraisals v2

Office TC (BF)

SCHEME DETAILS - ASSUMPTIONS					
Cambridge TC Office		Brownfield			
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
Cambridge TC Office	5,000	53,820	85.0%	5,882.4	63,317
area 2	0	0	85.0%	0.0	0
area 3	0	0	85.0%	0.0	0
area 4	0	0	85.0%	0.0	0
area 5	0	0	85.0%	0.0	0
area 6	0	0	85.0%	0.0	0
total floor area	5,000	53,820	85.0%	5,882	63,317

GROSS DEVELOPMENT VALUE				
	sqft		£ psf	£
Cambridge TC Office	53,820	@	46.00	2,475,699
area 2	0	@	0.00	-
area 3	0	@	0.00	-
area 4	0	@	0.00	-
area 5	0	@	0.00	-
area 6	0	@	0.00	-
Estimated Gross Rental Value per annum				2,475,699
Yield		@	5.00%	
capitalised rent				49,513,986
less				
Rent Free / Void allowance	12 months rent			(2,475,699)
Purchasers costs		@	5.76%	(2,561,843)
GDV				44,476,444

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees and reports				(100,000)
Statutory Planning Fees				(32,059)
Combined CIL	5,882 sqm @	0.00	£ psm	-
Site Specific S106/278				-
Construction Costs -				
Demolition and Site Clearance (allowance)	2.08 acres @	110,000	per acre	(228,412)
Cambridge TC Office	5,882.35 sqm @	1,912.00	psm	(11,247,059)
	5,882.35 sqm @		per unit	
	- sqm @		£ psm	-
	- sqm @		£ per scheme	-
Biodiversity offset	- sqm @	42,545	£ per gross hectare	(35,752)
	- sqm @		psm	-
External works	11,282,811 @	15%		(1,692,422)
Contingency	13,203,644 @	5%		(660,182)
Professional Fees	13,863,827 @	10%		(1,386,383)
Disposal Costs -				
Letting Agents Costs	2,475,699 ERV @	10.00%		(247,570)
Letting Legal Costs	2,475,699 ERV @	5.00%		(123,785)
Investment Sale Agents Costs	44,476,444 GDV @	1.00%		(444,764)
Investment Sale Legal Costs	44,476,444 GDV @	0.50%		(222,382)
Marketing and Promotion	44,476,444 GDV @	1.00%		(444,764)
Finance Costs -				
Interest (cashflow basis incl. land)	7.50% APR	0.604%	pcm	(1,267,617)
Developers Profit	37,062,220 @	20.00%	on costs	
	44,476,444 @	16.67%	on GDV	(7,414,223)
TOTAL COSTS				(25,547,374)

RESIDUAL LAND VALUE			
Residual Land Value (gross)			18,929,070
SDLT (HMRC % rates)	18,929,070 @		(757,163)
Acquisition Agent fees	18,929,070 @	1%	(189,291)
Acquisition Legal fees	18,929,070 @	0.5%	(94,645)
Interest on Land	18,929,070 @	7.5%	(1,419,680)
Residual Land Value (net)			16,468,291

2004 Cambridge strategic options Commercial appraisals v2

Office TC (BF)

THRESHOLD LAND VALUE					
Site density	7,000	sqm per hectare			
Site Area	0.840	ha	2.08	acres	
	7,000	sqm/ha		30,493	sqft/ac
Threshold Land Value	1,186,128	£ per ha		480,000	£ per acre
	8,403	59.50%			996,706
Gross to net					

BALANCE	
Surplus/(Deficit)	15,471,585

SENSITIVITY ANALYSIS									
		GDV							
	Balance	15,471,585	85%	90%	95%	100%	105%	110%	115%
CIL £psm / Section 106		0	10,780,069	12,343,908	13,907,746	15,471,585	17,035,423	18,599,262	20,163,100
		250	9,190,660	10,754,499	12,318,337	13,882,175	15,446,014	17,009,852	18,573,691
		500	7,601,251	9,165,089	10,728,928	12,292,766	13,856,605	15,420,443	16,984,282
		750	6,011,842	7,575,680	9,139,519	10,703,357	12,267,195	13,831,034	15,394,872
		1000	4,422,432	5,986,271	7,550,109	9,113,948	10,677,786	12,241,625	13,805,463
		1250	2,833,023	4,396,862	5,960,700	7,524,539	9,088,377	10,652,215	12,216,054
		1500	1,243,614	2,807,452	4,371,291	5,935,129	7,498,968	9,062,806	10,626,645
		1750	(345,795)	1,218,043	2,781,882	4,345,720	5,909,558	7,473,397	9,037,235
		2000	(2,075,440)	(371,366)	1,192,472	2,756,311	4,320,149	5,883,988	7,447,826
		2250	(3,902,347)	(2,104,832)	(396,937)	1,166,902	2,730,740	4,294,578	5,858,417
		2500	(5,729,254)	(3,931,739)	(2,134,223)	(422,508)	1,141,331	2,705,169	4,269,008
		2750	(7,556,162)	(5,758,646)	(3,961,131)	(2,163,615)	(448,078)	1,115,760	2,679,598
		3000	(9,383,069)	(7,585,553)	(5,788,038)	(3,990,522)	(2,193,007)	(473,649)	1,090,189
		Build costs							
	Balance	15,471,585	85%	90%	95%	100%	105%	110%	115%
CIL £psm / Section 106		0	17,575,481	16,874,182	16,172,883	15,471,585	14,770,286	14,068,987	13,367,688
		250	15,986,072	15,284,773	14,583,474	13,882,175	13,180,877	12,479,578	11,778,279
		500	14,396,662	13,695,364	12,994,065	12,292,766	11,591,467	10,890,169	10,188,870
		750	12,807,253	12,105,954	11,404,656	10,703,357	10,002,058	9,300,760	8,599,461
		1000	11,217,844	10,516,545	9,815,246	9,113,948	8,412,649	7,711,350	7,010,052
		1250	9,628,435	8,927,136	8,225,837	7,524,539	6,823,240	6,121,941	5,420,642
		1500	8,039,025	7,337,727	6,636,428	5,935,129	5,233,831	4,532,532	3,831,233
		1750	6,449,616	5,748,318	5,047,019	4,345,720	3,644,421	2,943,123	2,241,824
		2000	4,860,207	4,158,908	3,457,610	2,756,311	2,055,012	1,353,713	652,415
		2250	3,270,798	2,569,499	1,868,200	1,166,902	465,603	(235,696)	(934,936)
		2500	1,681,389	980,090	278,791	(422,508)	(1,142,798)	(1,948,889)	(2,754,979)
		2750	91,979	(604,867)	(1,357,525)	(2,163,615)	(2,969,706)	(3,775,796)	(4,581,887)
		3000	(1,572,251)	(2,378,341)	(3,184,432)	(3,990,522)	(4,796,613)	(5,602,703)	(6,408,794)

2004 Cambridge strategic options Commercial appraisals v2

Office Fringe (GF)

SCHEME DETAILS - ASSUMPTIONS					
Cambridge fringe office park		Greenfield			
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
Cambridge fringe office park	2,000	21,528	85.0%	2,352.9	25,327
area 2	0	0	85.0%	0.0	0
area 3	0	0	85.0%	0.0	0
area 4	0	0	85.0%	0.0	0
area 5	0	0	85.0%	0.0	0
area 6	0	0	85.0%	0.0	0
total floor area	2,000	21,528	85.0%	2,353	25,327

GROSS DEVELOPMENT VALUE				
	sqft		£ psf	£
Cambridge fringe office park	21,528	@	36.00	775,002
area 2	0	@	0.00	-
area 3	0	@	0.00	-
area 4	0	@	0.00	-
area 5	0	@	0.00	-
area 6	0	@	0.00	-
Estimated Gross Rental Value per annum				775,002
Yield		@	5.50%	
capitalised rent				14,090,937
less				
Rent Free / Void allowance	12 months rent			(775,002)
Purchasers costs		@	5.76%	(725,225)
GDV				12,590,710

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees and reports				(40,000)
Statutory Planning Fees				(12,320)
Combined CIL	2,353 sqm @	0.00	£ psm	-
Site Specific S106/278				-
Construction Costs -				
Demolition and Site Clearance (allowance)	1.45 acres @	0	per acre	-
Cambridge fringe office park	2,352.94 sqm @	1,912.00	psm	(4,498,824)
	2,352.94 sqm @		per unit	
	- sqm @		£ psm	-
Biodiversity offset	- sqm @	42,545	£ per scheme	-
	- sqm @		£ per gross hectare	(25,026)
	- sqm @		psm	-
External works	4,523,850 @	15%		(678,578)
Contingency	5,202,428 @	5%		(260,121)
Professional Fees	5,462,549 @	10%		(546,255)
Disposal Costs -				
Letting Agents Costs	775,002 ERV @	10.00%		(77,500)
Letting Legal Costs	775,002 ERV @	5.00%		(38,750)
Investment Sale Agents Costs	12,590,710 GDV @	1.00%		(125,907)
Investment Sale Legal Costs	12,590,710 GDV @	0.50%		(62,954)
Marketing and Promotion	12,590,710 GDV @	1.00%		(125,907)
Finance Costs -				
Interest (cashflow basis incl. land)	7.50% APR	0.604%	pcm	(367,546)
Developers Profit	10,491,839 @	20.00%	on costs	
	12,590,710 @	16.67%	on GDV	(2,098,871)
TOTAL COSTS				(8,958,559)

RESIDUAL LAND VALUE			
Residual Land Value (gross)			3,632,151
SDLT (HMRC % rates)	3,632,151 @		(145,286)
Acquisition Agent fees	3,632,151 @	1%	(36,322)
Acquisition Legal fees	3,632,151 @	0.5%	(18,161)
Interest on Land	3,632,151 @	7.5%	(272,411)
Residual Land Value (net)			3,159,972



2004 Cambridge strategic options Commercial appraisals v2

Office Fringe (GF)

THRESHOLD LAND VALUE					
Site density	4,000	sqm per hectare			
Site Area	0.588	ha	1.45	acres	
	4,000	sqm/ha		17,424	sqft/ac
Threshold Land Value	247,110	£ per ha		100,000	£ per acre
	5,882	34.00%			145,353
Gross to net					

BALANCE	
Surplus/(Deficit)	3,014,619

SENSITIVITY ANALYSIS									
		GDV							
			85%	90%	95%	100%	105%	110%	115%
CIL £psm / Section 106	Balance	3,014,619							
		0	1,686,511	2,129,214	2,571,916	3,014,619	3,457,321	3,900,024	4,342,727
		150	1,318,600	1,761,303	2,204,005	2,646,708	3,089,410	3,532,113	3,974,816
		300	950,689	1,393,392	1,836,094	2,278,797	2,721,499	3,164,202	3,606,905
		450	582,778	1,025,481	1,468,183	1,910,886	2,353,588	2,796,291	3,238,994
		600	219,008	657,570	1,100,272	1,542,975	1,985,677	2,428,380	2,871,083
		750	(154,193)	289,659	732,361	1,175,064	1,617,766	2,060,469	2,503,172
		900	(577,079)	(75,938)	364,450	807,153	1,249,856	1,692,558	2,135,261
		1050	(999,965)	(491,112)	1,432	439,242	881,945	1,324,647	1,767,350
		1200	(1,422,852)	(913,998)	(405,145)	78,803	514,034	956,736	1,399,439
		1350	(1,845,738)	(1,336,884)	(828,031)	(319,177)	149,473	588,825	1,031,528
		1500	(2,268,624)	(1,759,770)	(1,250,917)	(742,063)	(233,210)	225,124	663,617
		1650	(2,691,510)	(2,182,657)	(1,673,803)	(1,164,949)	(656,096)	(147,242)	295,706
		1800	(3,114,396)	(2,605,543)	(2,096,689)	(1,587,836)	(1,078,982)	(570,129)	(69,683)
		Build costs							
			85%	90%	95%	100%	105%	110%	115%
CIL £psm / Section 106	Balance	3,014,619							
		0	3,840,783	3,565,395	3,290,007	3,014,619	2,739,231	2,463,842	2,188,454
		150	3,472,872	3,197,484	2,922,096	2,646,708	2,371,320	2,095,931	1,820,543
		300	3,104,961	2,829,573	2,554,185	2,278,797	2,003,409	1,728,020	1,452,632
		450	2,737,050	2,461,662	2,186,274	1,910,886	1,635,498	1,360,109	1,084,721
		600	2,369,140	2,093,751	1,818,363	1,542,975	1,267,587	992,198	716,810
		750	2,001,229	1,725,840	1,450,452	1,175,064	899,676	624,287	348,899
		900	1,633,318	1,357,929	1,082,541	807,153	531,765	260,994	(14,655)
		1050	1,265,407	990,018	714,630	439,242	167,408	(110,368)	(423,019)
		1200	897,496	622,107	346,719	78,803	(212,829)	(529,367)	(845,905)
		1350	529,585	258,789	(16,910)	(319,177)	(635,715)	(952,253)	(1,268,792)
		1500	165,203	(112,624)	(425,525)	(742,063)	(1,058,601)	(1,375,140)	(1,691,678)
		1650	(215,335)	(531,873)	(848,411)	(1,164,949)	(1,481,488)	(1,798,026)	(2,114,564)
		1800	(638,221)	(954,759)	(1,271,297)	(1,587,836)	(1,904,374)	(2,220,912)	(2,537,450)

2004 Cambridge strategic options Commercial appraisals v2

Office Fringe (BF)

SCHEME DETAILS - ASSUMPTIONS					
Cambridge fringe office park		Brownfield			
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
Cambridge fringe office park	2,000	21,528	85.0%	2,352.9	25,327
area 2	0	0	85.0%	0.0	0
area 3	0	0	85.0%	0.0	0
area 4	0	0	85.0%	0.0	0
area 5	0	0	85.0%	0.0	0
area 6	0	0	85.0%	0.0	0
total floor area	2,000	21,528	85.0%	2,353	25,327

GROSS DEVELOPMENT VALUE				
	sqft		£ psf	£
Cambridge fringe office park	21,528	@	36.00	775,002
area 2	0	@	0.00	-
area 3	0	@	0.00	-
area 4	0	@	0.00	-
area 5	0	@	0.00	-
area 6	0	@	0.00	-
Estimated Gross Rental Value per annum				775,002
Yield		@	5.50%	
capitalised rent				14,090,937
less				
Rent Free / Void allowance	12 months rent			(775,002)
Purchasers costs		@	5.76%	(725,225)
GDV				12,590,710

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees and reports				(40,000)
Statutory Planning Fees				(12,320)
Combined CIL	2,353 sqm @	0.00	£ psm	-
Site Specific S106/278				-
Construction Costs -				
Demolition and Site Clearance (allowance)	1.45 acres @	110,000	per acre	(159,888)
Cambridge fringe office park	2,352.94 sqm @	1,912.00	psm	(4,498,824)
	2,352.94 sqm @		per unit	
	- sqm @		£ psm	-
Biodiversity offset	- sqm @	42,545	£ per scheme	-
	- sqm @		£ per gross hectare	(25,026)
	- sqm @		psm	-
External works	4,523,850 @	15%		(678,578)
Contingency	5,362,316 @	5%		(268,116)
Professional Fees	5,630,432 @	10%		(563,043)
Disposal Costs -				
Letting Agents Costs	775,002 ERV @	10.00%		(77,500)
Letting Legal Costs	775,002 ERV @	5.00%		(38,750)
Investment Sale Agents Costs	12,590,710 GDV @	1.00%		(125,907)
Investment Sale Legal Costs	12,590,710 GDV @	0.50%		(62,954)
Marketing and Promotion	12,590,710 GDV @	1.00%		(125,907)
Finance Costs -				
Interest (cashflow basis incl. land)	7.50% APR	0.604%	pcm	(394,499)
Developers Profit	10,491,839 @	20.00%	on costs	
	12,590,710 @	16.67%	on GDV	(2,098,871)
TOTAL COSTS				(9,170,183)

RESIDUAL LAND VALUE			
Residual Land Value (gross)			3,420,527
SDLT (HMRC % rates)	3,420,527 @		(136,821)
Acquisition Agent fees	3,420,527 @	1%	(34,205)
Acquisition Legal fees	3,420,527 @	0.5%	(17,103)
Interest on Land	3,420,527 @	7.5%	(256,540)
Residual Land Value (net)			2,975,858

2004 Cambridge strategic options Commercial appraisals v2

Office Fringe (BF)

THRESHOLD LAND VALUE					
Site density	4,000	sqm per hectare			
Site Area	0.588	ha	1.45	acres	
	4,000	sqm/ha		17,424	sqft/ac
Threshold Land Value	1,186,128	£ per ha		480,000	£ per acre
	5,882	34.00%			
Gross to net					697,694

BALANCE	
Surplus/(Deficit)	2,278,164

SENSITIVITY ANALYSIS									
	Balance	2,278,164	GDV						
			85%	90%	95%	100%	105%	110%	
CIL £psm / Section 106		0	950,057	1,392,759	1,835,462	2,278,164	2,720,867	3,163,570	3,606,272
		100	704,783	1,147,485	1,590,188	2,032,890	2,475,593	2,918,296	3,360,998
		200	459,509	902,211	1,344,914	1,787,616	2,230,319	2,673,022	3,115,724
		300	214,235	656,937	1,099,640	1,542,342	1,985,045	2,427,748	2,870,450
		400	(31,039)	411,663	854,366	1,297,068	1,739,771	2,182,474	2,625,176
		500	(271,470)	166,389	609,092	1,051,794	1,494,497	1,937,200	2,379,902
		600	(515,515)	(78,885)	363,818	806,520	1,249,223	1,691,926	2,134,628
		700	(777,197)	(319,865)	118,544	561,247	1,003,949	1,446,652	1,889,354
		800	(1,059,121)	(565,010)	(126,730)	315,973	758,675	1,201,378	1,644,080
		900	(1,341,045)	(832,191)	(368,260)	70,699	513,401	956,104	1,398,806
		1000	(1,622,969)	(1,114,115)	(614,505)	(174,575)	268,127	710,830	1,153,532
		1100	(1,904,893)	(1,396,040)	(887,186)	(416,656)	22,853	465,556	908,258
		1200	(2,186,817)	(1,677,964)	(1,169,110)	(664,000)	(222,421)	220,282	662,984
	Balance	2,278,164	Build costs						
			85%	90%	95%	100%	105%	110%	
CIL £psm / Section 106		0	3,104,329	2,828,941	2,553,553	2,278,164	2,002,776	1,727,388	1,452,000
		100	2,859,055	2,583,667	2,308,279	2,032,890	1,757,502	1,482,114	1,206,726
		200	2,613,781	2,338,393	2,063,005	1,787,616	1,512,228	1,236,840	961,452
		300	2,368,507	2,093,119	1,817,731	1,542,342	1,266,954	991,566	716,178
		400	2,123,233	1,847,845	1,572,457	1,297,068	1,021,680	746,292	470,904
		500	1,877,959	1,602,571	1,327,183	1,051,794	776,406	501,018	225,630
		600	1,632,685	1,357,297	1,081,909	806,520	531,132	255,744	(19,644)
		700	1,387,411	1,112,023	836,635	561,247	285,858	10,470	(259,944)
		800	1,142,137	866,749	591,361	315,973	40,584	(234,804)	(503,727)
		900	896,863	621,475	346,087	70,699	(204,690)	(477,577)	(764,099)
		1000	651,589	376,201	100,813	(174,575)	(447,116)	(729,485)	(1,046,023)
		1100	406,315	130,927	(144,461)	(416,656)	(695,153)	(1,011,409)	(1,327,947)
		1200	161,041	(114,347)	(386,195)	(664,000)	(976,795)	(1,293,333)	(1,609,871)

2004 Cambridge strategic options Commercial appraisals v2

Office Rural (GF)

SCHEME DETAILS - ASSUMPTIONS					
Rural office park		Greenfield			
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
Rural office park	2,000	21,528	85.0%	2,352.9	25,327
area 2	0	0	85.0%	0.0	0
area 3	0	0	85.0%	0.0	0
area 4	0	0	85.0%	0.0	0
area 5	0	0	85.0%	0.0	0
area 6	0	0	85.0%	0.0	0
total floor area	2,000	21,528	85.0%	2,353	25,327

GROSS DEVELOPMENT VALUE				
	sqft		£ psf	£
Rural office park	21,528	@	25.00	538,196
area 2	0	@	0.00	-
area 3	0	@	0.00	-
area 4	0	@	0.00	-
area 5	0	@	0.00	-
area 6	0	@	0.00	-
Estimated Gross Rental Value per annum				538,196
Yield		@	6.50%	
capitalised rent				8,279,931
less				
Rent Free / Void allowance	12 months rent			(538,196)
Purchasers costs		@	5.76%	(421,638)
				7,320,098
GDV				7,320,098

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees and reports				(40,000)
Statutory Planning Fees				(12,320)
Combined CIL	2,353 sqm @	0.00	£ psm	-
Site Specific S106/278				-
Construction Costs -				
Demolition and Site Clearance (allowance)	1.45 acres @		per acre	-
Rural office park	2,352.94 sqm @	1,856.00	psm	(4,367,059)
	2,352.94 sqm @		per unit	
	- sqm @		£ psm	-
Biodiversity offset	- sqm @	42,545	£ per scheme	-
	- sqm @		£ per gross hectare	(25,026)
	- sqm @		psm	-
External works	4,392,085 @	15%		(658,813)
Contingency	5,050,898 @	5%		(252,545)
Professional Fees	5,303,443 @	10%		(530,344)
Disposal Costs -				
Letting Agents Costs	538,196 ERV @	10.00%		(53,820)
Letting Legal Costs	538,196 ERV @	5.00%		(26,910)
Investment Sale Agents Costs	7,320,098 GDV @	1.00%		(73,201)
Investment Sale Legal Costs	7,320,098 GDV @	0.50%		(36,600)
Marketing and Promotion	7,320,098 GDV @	1.00%		(73,201)
Finance Costs -				
Interest (cashflow basis incl. land)	7.50% APR	0.604%	pcm	(357,142)
Developers Profit	6,099,837 @	20.00%	on costs	
	7,320,098 @	16.67%	on GDV	(1,220,260)
TOTAL COSTS				(7,727,242)

RESIDUAL LAND VALUE				
Residual Land Value (gross)				(407,144)
SDLT (HMRC % rates)	- @			-
Acquisition Agent fees	- @	1%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.5%		-
Residual Land Value (net)				(407,144)



2004 Cambridge strategic options Commercial appraisals v2

Office Rural (GF)

THRESHOLD LAND VALUE					
Site density	4,000	sqm per hectare			
Site Area	0.588	ha	1.45	acres	
	4,000	sqm/ha		17,424	sqft/ac
Threshold Land Value	247,110	£ per ha		100,000	£ per acre
	5,882		34.00%		145,353
Gross to net					

BALANCE	
Surplus/(Deficit)	(552,497)

SENSITIVITY ANALYSIS									
		GDV							
		85%	90%	95%	100%	105%	110%	115%	
CIL £psm / Section 106	Balance	(552,497)							
	0	(1,440,022)	(1,144,180)	(848,339)	(552,497)	(256,655)	20,733	277,383	
	100	(1,721,946)	(1,426,105)	(1,130,263)	(834,421)	(538,579)	(242,738)	33,258	
	200	(2,003,870)	(1,708,029)	(1,412,187)	(1,116,345)	(820,503)	(524,662)	(228,820)	
	300	(2,285,795)	(1,989,953)	(1,694,111)	(1,398,269)	(1,102,428)	(806,586)	(510,744)	
	400	(2,567,719)	(2,271,877)	(1,976,035)	(1,680,193)	(1,384,352)	(1,088,510)	(792,668)	
	500	(2,849,643)	(2,553,801)	(2,257,959)	(1,962,118)	(1,666,276)	(1,370,434)	(1,074,592)	
	600	(3,131,567)	(2,835,725)	(2,539,883)	(2,244,042)	(1,948,200)	(1,652,358)	(1,356,516)	
	700	(3,413,491)	(3,117,649)	(2,821,808)	(2,525,966)	(2,230,124)	(1,934,282)	(1,638,441)	
	800	(3,695,415)	(3,399,573)	(3,103,732)	(2,807,890)	(2,512,048)	(2,216,206)	(1,920,365)	
	900	(3,977,339)	(3,681,498)	(3,385,656)	(3,089,814)	(2,793,972)	(2,498,131)	(2,202,289)	
	1000	(4,259,263)	(3,963,422)	(3,667,580)	(3,371,738)	(3,075,896)	(2,780,055)	(2,484,213)	
	1100	(4,541,188)	(4,245,346)	(3,949,504)	(3,653,662)	(3,357,821)	(3,061,979)	(2,766,137)	
	1200	(4,823,112)	(4,527,270)	(4,231,428)	(3,935,586)	(3,639,745)	(3,343,903)	(3,048,061)	
		Build costs							
		85%	90%	95%	100%	105%	110%	115%	
CIL £psm / Section 106	Balance	(552,497)							
	0	302,399	41,298	(245,230)	(552,497)	(859,764)	(1,167,031)	(1,474,299)	
	100	64,107	(219,887)	(527,154)	(834,421)	(1,141,688)	(1,448,955)	(1,756,223)	
	200	(194,544)	(501,811)	(809,078)	(1,116,345)	(1,423,612)	(1,730,880)	(2,038,147)	
	300	(476,468)	(783,735)	(1,091,002)	(1,398,269)	(1,705,537)	(2,012,804)	(2,320,071)	
	400	(758,392)	(1,065,659)	(1,372,926)	(1,680,193)	(1,987,461)	(2,294,728)	(2,601,995)	
	500	(1,040,316)	(1,347,583)	(1,654,850)	(1,962,118)	(2,269,385)	(2,576,652)	(2,883,919)	
	600	(1,322,240)	(1,629,507)	(1,936,775)	(2,244,042)	(2,551,309)	(2,858,576)	(3,165,843)	
	700	(1,604,164)	(1,911,431)	(2,218,699)	(2,525,966)	(2,833,233)	(3,140,500)	(3,447,767)	
	800	(1,886,088)	(2,193,356)	(2,500,623)	(2,807,890)	(3,115,157)	(3,422,424)	(3,729,691)	
	900	(2,168,013)	(2,475,280)	(2,782,547)	(3,089,814)	(3,397,081)	(3,704,348)	(4,011,616)	
	1000	(2,449,937)	(2,757,204)	(3,064,471)	(3,371,738)	(3,679,005)	(3,986,273)	(4,293,540)	
	1100	(2,731,861)	(3,039,128)	(3,346,395)	(3,653,662)	(3,960,929)	(4,268,197)	(4,575,464)	
	1200	(3,013,785)	(3,321,052)	(3,628,319)	(3,935,586)	(4,242,854)	(4,550,121)	(4,857,388)	

2004 Cambridge strategic options Commercial appraisals v2

Light ind-B2 (GF)

SCHEME DETAILS - ASSUMPTIONS					
Industrial Class E (light industrial)/B2      Greenfield					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
Industrial Class E (light industrial)/B2	200	2,153	100.0%	200.0	2,153
area 2	0	0	100.0%	0.0	0
area 3	0	0	100.0%	0.0	0
area 4	0	0	100.0%	0.0	0
area 5	0	0	100.0%	0.0	0
area 6	0	0	100.0%	0.0	0
total floor area	200	2,153	100.0%	200	2,153

GROSS DEVELOPMENT VALUE				
	sqft		£ psf	£
Industrial Class E (light industrial)/B2	2,153	@	13.50	29,063
area 2	0	@	0.00	-
area 3	0	@	0.00	-
area 4	0	@	0.00	-
area 5	0	@	0.00	-
area 6	0	@	0.00	-
Estimated Gross Rental Value per annum				29,063
Yield		@	6.00%	
capitalised rent				484,376
less				
Rent Free / Void allowance	6 months rent			(14,531)
Purchasers costs		@	5.76%	(25,589)
GDV				444,256

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees and reports				-
Statutory Planning Fees				(1,232)
Combined CIL	200 sqm @	0.00	£ psm	-
Site Specific S106/278				-
Construction Costs -				
Demolition and Site Clearance (allowance)	0.12 acres @		per acre	-
Industrial Class E (light industrial)/B2	200.00 sqm @	812.00	psm	(162,400)
	200.00 sqm @		per unit	
	- sqm @		£ psm	-
	- sqm @		£ per scheme	-
Biodiversity offset	- sqm @	42,545	£ per gross hectare	(2,127)
	- sqm @		psm	-
External works	164,527 @	15%		(24,679)
Contingency	189,206 @	5%		(9,460)
Professional Fees	198,667 @	10%		(19,867)
Disposal Costs -				
Letting Agents Costs	29,063 ERV @	10.00%		(2,906)
Letting Legal Costs	29,063 ERV @	5.00%		(1,453)
Investment Sale Agents Costs	444,256 GDV @	1.00%		(4,443)
Investment Sale Legal Costs	444,256 GDV @	0.50%		(2,221)
Marketing and Promotion	444,256 GDV @	1.00%		(4,443)
Finance Costs -				
Interest (cashflow basis incl. land)	7.50% APR	0.604%	pcm	(8,972)
Developers Profit	370,198 @	20.00%	on costs	
	444,256 @	16.67%	on GDV	(74,057)
TOTAL COSTS				(318,260)

RESIDUAL LAND VALUE			
Residual Land Value (gross)			125,995
SDLT (HMRC % rates)	125,995 @		(1,260)
Acquisition Agent fees	125,995 @	1%	(1,260)
Acquisition Legal fees	125,995 @	0.5%	(630)
Interest on Land	125,995 @	7.5%	(9,450)
Residual Land Value (net)			113,396

2004 Cambridge strategic options Commercial appraisals v2

Light ind-B2 (GF)

THRESHOLD LAND VALUE					
Site density	4,000	sqm per hectare			
Site Area	0.050	ha	0.12	acres	
	4,000	sqm/ha	17,424	sqft/ac	
Threshold Land Value	247,110	£ per ha	100,000	£ per acre	
	500	40.00%			12,355
Gross to net					

BALANCE	
Surplus/(Deficit)	101,041

SENSITIVITY ANALYSIS									
		GDV							
Balance	101,041	85%	90%	95%	100%	105%	110%	115%	
CIL £psm / Section 106	0	52,564	68,723	84,882	101,041	117,200	133,359	149,518	
	50	42,163	58,322	74,481	90,640	106,799	122,959	139,118	
	100	31,762	47,921	64,081	80,240	96,399	112,558	128,717	
	150	21,362	37,521	53,680	69,839	85,998	102,157	118,316	
	200	10,961	27,120	43,279	59,438	75,598	91,757	107,916	
	250	560	16,720	32,879	49,038	65,197	81,356	97,515	
	300	(9,840)	6,319	22,478	38,637	54,796	70,955	87,115	
	350	(21,117)	(4,082)	12,077	28,237	44,396	60,555	76,714	
	400	(32,673)	(14,719)	1,677	17,836	33,995	50,154	66,313	
	450	(44,230)	(26,275)	(8,724)	7,435	23,594	39,754	55,913	
	500	(55,786)	(37,831)	(19,877)	(2,965)	13,194	29,353	45,512	
	550	(67,342)	(49,387)	(31,433)	(13,478)	2,793	18,952	35,111	
	600	(78,898)	(60,944)	(42,989)	(25,035)	(7,607)	8,552	24,711	
		Build costs							
Balance	101,041	85%	90%	95%	100%	105%	110%	115%	
CIL £psm / Section 106	0	131,331	121,235	111,138	101,041	90,944	80,847	70,750	
	50	120,931	110,834	100,737	90,640	80,543	70,447	60,350	
	100	110,530	100,433	90,337	80,240	70,143	60,046	49,949	
	150	100,130	90,033	79,936	69,839	59,742	49,645	39,549	
	200	89,729	79,632	69,535	59,438	49,342	39,245	29,148	
	250	79,328	69,231	59,135	49,038	38,941	28,844	18,747	
	300	68,928	58,831	48,734	38,637	28,540	18,444	8,347	
	350	58,527	48,430	38,333	28,237	18,140	8,043	(2,054)	
	400	48,126	38,030	27,933	17,836	7,739	(2,358)	(12,466)	
	450	37,726	27,629	17,532	7,435	(2,662)	(12,803)	(24,022)	
	500	27,325	17,228	7,132	(2,965)	(13,141)	(24,359)	(35,578)	
	550	16,925	6,828	(3,269)	(13,478)	(24,697)	(35,916)	(47,134)	
	600	6,524	(3,573)	(13,816)	(25,035)	(36,253)	(47,472)	(58,691)	

2004 Cambridge strategic options Commercial appraisals v2

Light ind-B2 (BF)

SCHEME DETAILS - ASSUMPTIONS					
Industrial Class E (light industrial)/B2     Brownfield					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
Industrial Class E (light industrial)/B2	200	2,153	100.0%	200.0	2,153
area 2	0	0	100.0%	0.0	0
area 3	0	0	100.0%	0.0	0
area 4	0	0	100.0%	0.0	0
area 5	0	0	100.0%	0.0	0
area 6	0	0	100.0%	0.0	0
total floor area	200	2,153	100.0%	200	2,153

GROSS DEVELOPMENT VALUE				
	sqft		£ psf	£
Industrial Class E (light industrial)/B2	2,153	@	13.50	29,063
area 2	0	@	0.00	-
area 3	0	@	0.00	-
area 4	0	@	0.00	-
area 5	0	@	0.00	-
area 6	0	@	0.00	-
Estimated Gross Rental Value per annum				29,063
Yield		@	6.00%	
capitalised rent				484,376
less				
Rent Free / Void allowance	6 months rent			(14,531)
Purchasers costs		@	5.76%	(25,589)
GDV				444,256

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees and reports				-
Statutory Planning Fees				(1,232)
Combined CIL	200 sqm @	0.00	£ psm	-
Site Specific S106/278				-
Construction Costs -				
Demolition and Site Clearance (allowance)	0.12 acres @	110,000	per acre	(13,591)
Industrial Class E (light industrial)/B2	200.00 sqm @	812.00	psm	(162,400)
	200.00 sqm @		per unit	
	- sqm @		£ psm	-
	- sqm @		£ per scheme	-
Biodiversity offset	- sqm @	42,545	£ per gross hectare	(2,127)
	- sqm @		psm	-
External works	164,527 @	15%		(24,679)
Contingency	202,797 @	5%		(10,140)
Professional Fees	212,937 @	10%		(21,294)
Disposal Costs -				
Letting Agents Costs	29,063 ERV @	10.00%		(2,906)
Letting Legal Costs	29,063 ERV @	5.00%		(1,453)
Investment Sale Agents Costs	444,256 GDV @	1.00%		(4,443)
Investment Sale Legal Costs	444,256 GDV @	0.50%		(2,221)
Marketing and Promotion	444,256 GDV @	1.00%		(4,443)
Finance Costs -				
Interest (cashflow basis incl. land)	7.50% APR	0.604%	pcm	(10,662)
Developers Profit	370,198 @	20.00%	on costs	
	444,256 @	16.67%	on GDV	(74,057)
TOTAL COSTS				(335,648)

RESIDUAL LAND VALUE			
Residual Land Value (gross)			108,608
SDLT (HMRC % rates)	108,608 @		(1,086)
Acquisition Agent fees	108,608 @	1%	(1,086)
Acquisition Legal fees	108,608 @	0.5%	(543)
Interest on Land	108,608 @	7.5%	(8,146)
Residual Land Value (net)			97,747



2004 Cambridge strategic options Commercial appraisals v2

Light ind-B2 (BF)

THRESHOLD LAND VALUE					
Site density	4,000	sqm per hectare			
Site Area	0.050	ha	0.12	acres	
	4,000	sqm/ha		17,424	sqft/ac
Threshold Land Value	1,186,128	£ per ha		480,000	£ per acre
Gross to net	500	40.00%			59,304

BALANCE	
Surplus/(Deficit)	38,443

SENSITIVITY ANALYSIS									
		GDV							
Balance		38,443	85%	90%	95%	100%	105%	110%	115%
CIL £psm / Section 106	0		(10,035)	6,125	22,284	38,443	54,602	70,761	86,920
	50		(20,435)	(4,276)	11,883	28,042	44,201	60,360	76,520
	100		(30,836)	(14,677)	1,482	17,642	33,801	49,960	66,119
	150		(41,236)	(25,077)	(8,918)	7,241	23,400	39,559	55,718
	200		(51,637)	(35,478)	(19,319)	(3,160)	12,999	29,159	45,318
	250		(62,341)	(45,879)	(29,719)	(13,560)	2,599	18,758	34,917
	300		(73,898)	(56,279)	(40,120)	(23,961)	(7,802)	8,357	24,516
	350		(85,454)	(67,499)	(50,521)	(34,362)	(18,202)	(2,043)	14,116
	400		(97,010)	(79,056)	(61,101)	(44,762)	(28,603)	(12,444)	3,715
	450		(108,566)	(90,612)	(72,657)	(55,163)	(39,004)	(22,845)	(6,685)
	500		(120,123)	(102,168)	(84,214)	(66,259)	(49,404)	(33,245)	(17,086)
	550		(131,679)	(113,724)	(95,770)	(77,815)	(59,861)	(43,646)	(27,487)
	600		(143,235)	(125,281)	(107,326)	(89,371)	(71,417)	(54,046)	(37,887)
		Build costs							
Balance		38,443	85%	90%	95%	100%	105%	110%	115%
CIL £psm / Section 106	0		68,733	58,636	48,540	38,443	28,346	18,249	8,152
	50		58,333	48,236	38,139	28,042	17,945	7,849	(2,248)
	100		47,932	37,835	27,738	17,642	7,545	(2,552)	(12,649)
	150		37,531	27,435	17,338	7,241	(2,856)	(12,953)	(23,050)
	200		27,131	17,034	6,937	(3,160)	(13,257)	(23,353)	(33,450)
	250		16,730	6,633	(3,463)	(13,560)	(23,657)	(33,754)	(43,851)
	300		6,330	(3,767)	(13,864)	(23,961)	(34,058)	(44,155)	(54,251)
	350		(4,071)	(14,168)	(24,265)	(34,362)	(44,458)	(54,555)	(65,246)
	400		(14,472)	(24,569)	(34,665)	(44,762)	(54,859)	(65,584)	(76,803)
	450		(24,872)	(34,969)	(45,066)	(55,163)	(65,921)	(77,140)	(88,359)
	500		(35,273)	(45,370)	(55,467)	(66,259)	(77,478)	(88,696)	(99,915)
	550		(45,674)	(55,770)	(66,596)	(77,815)	(89,034)	(100,253)	(111,471)
	600		(56,074)	(66,934)	(78,153)	(89,371)	(100,590)	(111,809)	(123,028)

2004 Cambridge strategic options Commercial appraisals v2

B2-B8 (GF)

SCHEME DETAILS - ASSUMPTIONS					
Industrial B2/B8		Brownfield			
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
Industrial B2/B8	5,000	53,820	100.0%	5,000.0	53,820
area 2	0	0	100.0%	0.0	0
area 3	0	0	100.0%	0.0	0
area 4	0	0	100.0%	0.0	0
area 5	0	0	100.0%	0.0	0
area 6	0	0	100.0%	0.0	0
total floor area	5,000	53,820	100.0%	5,000	53,820

GROSS DEVELOPMENT VALUE				
	sqft		£ psf	£
Industrial B2/B8	53,820	@	12.50	672,744
area 2	0	@	0.00	-
area 3	0	@	0.00	-
area 4	0	@	0.00	-
area 5	0	@	0.00	-
area 6	0	@	0.00	-
Estimated Gross Rental Value per annum				672,744
Yield		@	5.50%	
capitalised rent				12,231,716
less				
Rent Free / Void allowance	6 months rent			(336,372)
Purchasers costs		@	5.76%	(647,855)
GDV				11,247,488

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees and reports				(100,000)
Statutory Planning Fees				(32,059)
Combined CIL	5,000 sqm @	0.00	£ psm	-
Site Specific S106/278				-
Construction Costs -				
Demolition and Site Clearance (allowance)	3.09 acres @	0	per acre	-
Industrial B2/B8	5,000.00 sqm @	812.00	psm	(4,060,000)
	5,000.00 sqm @		per unit	-
	- sqm @		£ psm	-
Biodiversity offset	- sqm @	42,545	£ per gross hectare	(53,181)
	- sqm @		psm	-
External works	4,113,181 @	15%		(616,977)
Contingency	4,730,158 @	5%		(236,508)
Professional Fees	4,966,666 @	10%		(496,667)
Disposal Costs -				
Letting Agents Costs	672,744 ERV @	10.00%		(67,274)
Letting Legal Costs	672,744 ERV @	5.00%		(33,637)
Investment Sale Agents Costs	11,247,488 GDV @	1.00%		(112,475)
Investment Sale Legal Costs	11,247,488 GDV @	0.50%		(56,237)
Marketing and Promotion	11,247,488 GDV @	1.00%		(112,475)
Finance Costs -				
Interest (cashflow basis incl. land)	7.50% APR	0.604%	pcm	(350,924)
Developers Profit	9,372,532 @	20.00%	on costs	
	11,247,488 @	16.67%	on GDV	(1,874,956)
TOTAL COSTS				(8,203,371)

RESIDUAL LAND VALUE			
Residual Land Value (gross)			3,044,117
SDLT (HMRC % rates)	3,044,117 @		(121,765)
Acquisition Agent fees	3,044,117 @	1%	(30,441)
Acquisition Legal fees	3,044,117 @	0.5%	(15,221)
Interest on Land	3,044,117 @	7.5%	(228,309)
Residual Land Value (net)			2,648,382

2004 Cambridge strategic options Commercial appraisals v2

B2-B8 (GF)

THRESHOLD LAND VALUE					
Site density	4,000	sqm per hectare			
Site Area	1.250	ha	3.09	acres	
	4,000	sqm/ha		17,424	sqft/ac
Threshold Land Value	247,110	£ per ha		100,000	£ per acre
	12,500	40.00%			308,875
Gross to net					

BALANCE	
Surplus/(Deficit)	2,339,507

SENSITIVITY ANALYSIS									
		GDV							
		85%	90%	95%	100%	105%	110%	115%	
CIL £psm / Section 106	Balance	2,339,507							
	0	1,153,086	1,548,560	1,944,033	2,339,507	2,734,980	3,130,454	3,525,927	
	50	892,483	1,287,956	1,683,430	2,078,903	2,474,377	2,869,850	3,265,324	
	100	631,879	1,027,353	1,422,826	1,818,300	2,213,773	2,609,247	3,004,720	
	150	371,275	766,749	1,162,222	1,557,696	1,953,169	2,348,643	2,744,117	
	200	115,494	506,145	901,619	1,297,092	1,692,566	2,088,039	2,483,513	
	250	(144,451)	245,542	641,015	1,036,489	1,431,962	1,827,436	2,222,909	
	300	(425,726)	(11,685)	380,412	775,885	1,171,359	1,566,832	1,962,306	
	350	(725,270)	(274,520)	124,735	515,282	910,755	1,306,229	1,701,702	
	400	(1,024,815)	(570,247)	(135,000)	254,678	650,151	1,045,625	1,441,098	
	450	(1,324,359)	(869,792)	(415,225)	(2,443)	389,548	785,021	1,180,495	
	500	(1,623,903)	(1,169,336)	(714,769)	(265,069)	128,944	524,418	919,891	
	550	(1,923,448)	(1,468,881)	(1,014,313)	(559,746)	(125,548)	263,814	659,288	
	600	(2,222,992)	(1,768,425)	(1,313,858)	(859,290)	(404,723)	6,798	398,684	
		Build costs							
		85%	90%	95%	100%	105%	110%	115%	
CIL £psm / Section 106	Balance	2,339,507							
	0	3,085,086	2,836,559	2,588,033	2,339,507	2,090,980	1,842,454	1,593,928	
	50	2,824,482	2,575,956	2,327,430	2,078,903	1,830,377	1,581,851	1,333,324	
	100	2,563,879	2,315,352	2,066,826	1,818,300	1,569,773	1,321,247	1,072,721	
	150	2,303,275	2,054,749	1,806,222	1,557,696	1,309,170	1,060,643	812,117	
	200	2,042,671	1,794,145	1,545,619	1,297,092	1,048,566	800,040	551,513	
	250	1,782,068	1,533,541	1,285,015	1,036,489	787,962	539,436	290,910	
	300	1,521,464	1,272,938	1,024,412	775,885	527,359	278,832	34,205	
	350	1,260,861	1,012,334	763,808	515,282	266,755	21,989	(227,588)	
	400	1,000,257	751,731	503,204	254,678	9,773	(240,082)	(518,100)	
	450	739,653	491,127	242,601	(2,443)	(252,575)	(531,982)	(817,645)	
	500	479,050	230,523	(14,660)	(265,069)	(545,864)	(831,527)	(1,117,189)	
	550	218,446	(26,876)	(277,563)	(559,746)	(845,409)	(1,131,071)	(1,416,733)	
	600	(39,092)	(290,057)	(573,628)	(859,290)	(1,144,953)	(1,430,615)	(1,716,278)	

2004 Cambridge strategic options Commercial appraisals v2

B2-B8 (BF)

SCHEME DETAILS - ASSUMPTIONS					
Industrial B2/B8		Brownfield			
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
Industrial B2/B8	5,000	53,820	100.0%	5,000.0	53,820
area 2	0	0	100.0%	0.0	0
area 3	0	0	100.0%	0.0	0
area 4	0	0	100.0%	0.0	0
area 5	0	0	100.0%	0.0	0
area 6	0	0	100.0%	0.0	0
total floor area	5,000	53,820	100.0%	5,000	53,820

GROSS DEVELOPMENT VALUE				
	sqft		£ psf	£
Industrial B2/B8	53,820	@	12.50	672,744
area 2	0	@	0.00	-
area 3	0	@	0.00	-
area 4	0	@	0.00	-
area 5	0	@	0.00	-
area 6	0	@	0.00	-
Estimated Gross Rental Value per annum				672,744
Yield		@	5.50%	
capitalised rent				12,231,716
less				
Rent Free / Void allowance	6 months rent			(336,372)
Purchasers costs		@	5.76%	(647,855)
GDV				11,247,488

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees and reports				(100,000)
Statutory Planning Fees				(32,059)
Combined CIL	5,000 sqm @	0.00	£ psm	-
Site Specific S106/278				-
Construction Costs -				
Demolition and Site Clearance (allowance)	3.09 acres @	110,000	per acre	(339,763)
Industrial B2/B8	5,000.00 sqm @	812.00	psm	(4,060,000)
	5,000.00 sqm @		per unit	
	- sqm @		£ psm	-
Biodiversity offset	- sqm @	42,545	£ per gross hectare	(53,181)
	- sqm @		psm	-
External works	4,113,181 @	15%		(616,977)
Contingency	5,069,921 @	5%		(253,496)
Professional Fees	5,323,417 @	10%		(532,342)
Disposal Costs -				
Letting Agents Costs	672,744 ERV @	10.00%		(67,274)
Letting Legal Costs	672,744 ERV @	5.00%		(33,637)
Investment Sale Agents Costs	11,247,488 GDV @	1.00%		(112,475)
Investment Sale Legal Costs	11,247,488 GDV @	0.50%		(56,237)
Marketing and Promotion	11,247,488 GDV @	1.00%		(112,475)
Finance Costs -				
Interest (cashflow basis incl. land)	7.50% APR	0.604%	pcm	(408,200)
Developers Profit	9,372,532 @	20.00%	on costs	
	11,247,488 @	16.67%	on GDV	(1,874,956)
TOTAL COSTS				(8,653,073)

RESIDUAL LAND VALUE			
Residual Land Value (gross)			2,594,415
SDLT (HMRC % rates)	2,594,415 @		(103,777)
Acquisition Agent fees	2,594,415 @	1%	(25,944)
Acquisition Legal fees	2,594,415 @	0.5%	(12,972)
Interest on Land	2,594,415 @	7.5%	(194,581)
Residual Land Value (net)			2,257,141



2004 Cambridge strategic options Commercial appraisals v2

B2-B8 (BF)

THRESHOLD LAND VALUE					
Site density	4,000	sqm per hectare			
Site Area	1.250	ha	3.09	acres	
	4,000	sqm/ha	17,424	sqft/ac	
Threshold Land Value	1,186,128	£ per ha	480,000	£ per acre	
	12,500	40.00%			1,482,600
Gross to net					

BALANCE	
Surplus/(Deficit)	774,541

SENSITIVITY ANALYSIS								
		GDV						
Balance	774,541	85%	90%	95%	100%	105%	110%	115%
CIL £psm / Section 106	0	(411,879)	(16,406)	379,068	774,541	1,170,015	1,565,488	1,960,962
	50	(672,483)	(277,009)	118,464	513,938	909,411	1,304,885	1,700,358
	100	(933,086)	(537,613)	(142,139)	253,334	648,808	1,044,281	1,439,755
	150	(1,190,369)	(798,217)	(402,743)	(7,270)	388,204	783,677	1,179,151
	200	(1,453,318)	(1,053,949)	(663,347)	(267,873)	127,600	523,074	918,547
	250	(1,749,608)	(1,313,797)	(923,950)	(528,477)	(133,003)	262,470	657,944
	300	(2,049,153)	(1,594,586)	(1,181,128)	(789,080)	(393,607)	1,867	397,340
	350	(2,348,697)	(1,894,130)	(1,443,866)	(1,044,708)	(654,211)	(258,737)	136,736
	400	(2,648,242)	(2,193,674)	(1,739,107)	(1,304,346)	(914,814)	(519,341)	(123,867)
	450	(2,947,786)	(2,493,219)	(2,038,651)	(1,584,084)	(1,171,887)	(779,944)	(384,471)
	500	(3,247,330)	(2,792,763)	(2,338,196)	(1,883,629)	(1,434,415)	(1,040,548)	(645,074)
	550	(3,546,875)	(3,092,307)	(2,637,740)	(2,183,173)	(1,728,606)	(1,294,895)	(905,678)
	600	(3,846,419)	(3,391,852)	(2,937,285)	(2,482,717)	(2,028,150)	(1,573,583)	(1,162,646)
		Build costs						
Balance	774,541	85%	90%	95%	100%	105%	110%	115%
CIL £psm / Section 106	0	1,520,120	1,271,594	1,023,068	774,541	526,015	277,489	28,962
	50	1,259,517	1,010,990	762,464	513,938	265,411	16,885	(231,641)
	100	998,913	750,387	501,860	253,334	4,808	(243,719)	(492,245)
	150	738,309	489,783	241,257	(7,270)	(255,796)	(504,322)	(752,849)
	200	477,706	229,179	(19,347)	(267,873)	(516,400)	(764,926)	(1,013,452)
	250	217,102	(31,424)	(279,950)	(528,477)	(777,003)	(1,025,529)	(1,266,865)
	300	(43,501)	(292,028)	(540,554)	(789,080)	(1,037,607)	(1,279,358)	(1,542,438)
	350	(304,105)	(552,631)	(801,158)	(1,044,708)	(1,291,852)	(1,556,320)	(1,841,983)
	400	(564,709)	(813,235)	(1,056,924)	(1,304,346)	(1,570,202)	(1,855,865)	(2,141,527)
	450	(825,312)	(1,069,140)	(1,316,840)	(1,584,084)	(1,869,747)	(2,155,409)	(2,441,072)
	500	(1,081,356)	(1,329,333)	(1,597,966)	(1,883,629)	(2,169,291)	(2,454,953)	(2,740,616)
	550	(1,341,827)	(1,611,848)	(1,897,510)	(2,183,173)	(2,468,835)	(2,754,498)	(3,040,160)
	600	(1,625,730)	(1,911,392)	(2,197,055)	(2,482,717)	(2,768,380)	(3,054,042)	(3,339,705)