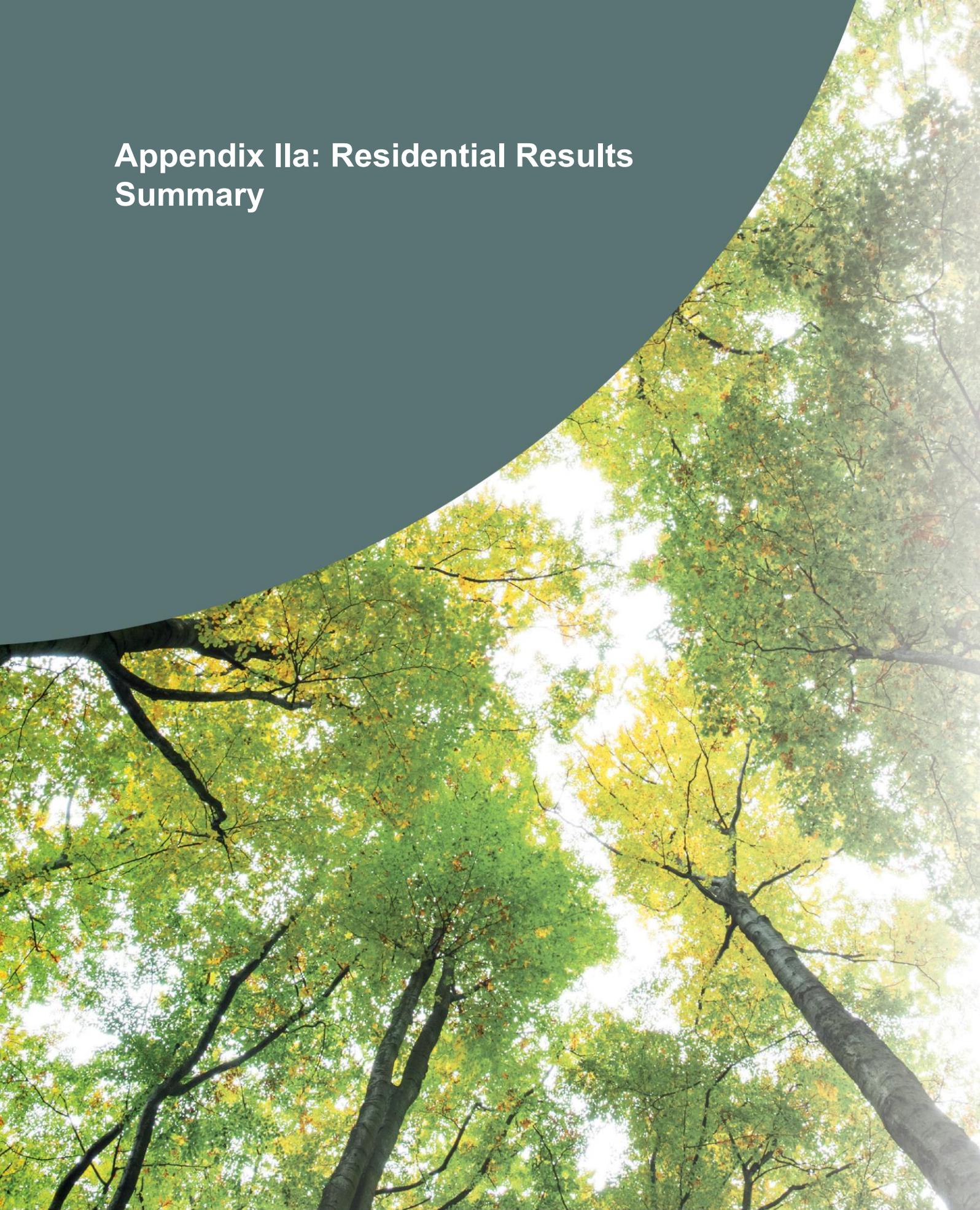


# Appendix IIa: Residential Results Summary



**Table 1a: Residual Land Value Results by Value Level & CIL Rates  
- 1 Unit Scheme - House**

|                      |         |
|----------------------|---------|
| Development Scenario | 1 House |
| Typical Site Type    | PDL     |
| Net Site Area (ha)   | 0.03    |
| Gross Site Area (ha) | 0.05    |
| Site Density (dph)   | 30      |

| 0% AH<br>1 House           |                          | Residual Land Value (£)      |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |  |
|----------------------------|--------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|-------------------------------|-------------------------------|--|
|                            |                          | VL1<br>£3,000/m <sup>2</sup> | VL2<br>£3,500/m <sup>2</sup> | VL3<br>£4,000/m <sup>2</sup> | VL4<br>£4,250/m <sup>2</sup> | VL5<br>£4,500/m <sup>2</sup> | VL6<br>£4,750/m <sup>2</sup> | VL7<br>£5,000/m <sup>2</sup> | VL8<br>£5,250/m <sup>2</sup> | VL9<br>£5,500/m <sup>2</sup> | VL10<br>£6,000/m <sup>2</sup> | VL11<br>£6,500/m <sup>2</sup> |  |
| CIL Rates £/m <sup>2</sup> |                          |                              |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |  |
| £0                         | Indicative non-viability | £37,241                      | £67,912                      | £98,583                      | £128,895                     | £158,849                     | £188,803                     | £218,757                     | £276,741                     | £334,498                     |                               |                               |  |
| £25                        |                          | £33,190                      | £63,861                      | £94,532                      | £124,939                     | £154,893                     | £184,847                     | £214,801                     | £272,928                     | £330,684                     |                               |                               |  |
| £50                        |                          | £29,140                      | £59,811                      | £90,482                      | £120,983                     | £150,937                     | £180,891                     | £210,845                     | £269,114                     | £326,871                     |                               |                               |  |
| £75                        |                          | £25,089                      | £55,760                      | £86,431                      | £117,027                     | £146,981                     | £176,935                     | £206,889                     | £265,300                     | £323,057                     |                               |                               |  |
| £100                       |                          | £21,038                      | £51,710                      | £82,381                      | £113,052                     | £143,025                     | £172,979                     | £202,933                     | £261,486                     | £319,243                     |                               |                               |  |
| £125                       |                          | £16,988                      | £47,659                      | £78,330                      | £109,001                     | £139,069                     | £169,024                     | £198,978                     | £257,672                     | £315,429                     |                               |                               |  |
| £150                       |                          | £12,937                      | £43,608                      | £74,280                      | £104,951                     | £135,114                     | £165,068                     | £195,022                     | £253,859                     | £311,615                     |                               |                               |  |
| £175                       |                          |                              | £39,558                      | £70,229                      | £100,900                     | £131,158                     | £161,112                     | £191,066                     | £250,045                     | £307,802                     |                               |                               |  |
| £200                       |                          |                              | £35,507                      | £66,179                      | £96,850                      | £127,202                     | £157,156                     | £187,110                     | £246,231                     | £303,988                     |                               |                               |  |
| £225                       |                          |                              | £31,457                      | £62,128                      | £92,799                      | £123,246                     | £153,200                     | £183,154                     | £242,417                     | £300,174                     |                               |                               |  |
| £250                       |                          |                              | £27,406                      | £58,077                      | £88,749                      | £119,290                     | £149,244                     | £179,198                     | £238,603                     | £296,360                     |                               |                               |  |
| £275                       |                          |                              | £23,356                      | £54,027                      | £84,698                      | £115,334                     | £145,288                     | £175,242                     | £234,790                     | £292,546                     |                               |                               |  |
| £300                       |                          |                              | £19,305                      | £49,976                      | £80,647                      | £111,319                     | £141,333                     | £171,287                     | £230,976                     | £288,733                     |                               |                               |  |
|                            |                          | Residual Land Value (£/Ha)   |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |  |
| £0                         |                          | Indicative non-viability     | £744,814                     | £1,358,237                   | £1,971,660                   | £2,577,893                   | £3,176,975                   | £3,776,056                   | £4,375,137                   | £5,534,827                   | £6,689,964                    |                               |  |
| £25                        |                          |                              | £663,803                     | £1,277,226                   | £1,890,648                   | £2,498,776                   | £3,097,857                   | £3,696,939                   | £4,296,020                   | £5,458,551                   | £6,613,688                    |                               |  |
| £50                        | £582,791                 |                              | £1,196,214                   | £1,809,637                   | £2,419,659                   | £3,018,740                   | £3,617,821                   | £4,216,903                   | £5,382,275                   | £6,537,412                   |                               |                               |  |
| £75                        | £501,780                 |                              | £1,115,203                   | £1,728,626                   | £2,340,542                   | £2,939,623                   | £3,538,704                   | £4,137,785                   | £5,305,999                   | £6,461,136                   |                               |                               |  |
| £100                       | £420,769                 |                              | £1,034,192                   | £1,647,615                   | £2,261,038                   | £2,860,506                   | £3,459,587                   | £4,058,668                   | £5,229,723                   | £6,384,860                   |                               |                               |  |
| £125                       | £339,758                 |                              | £953,181                     | £1,566,604                   | £2,180,027                   | £2,781,389                   | £3,380,470                   | £3,979,551                   | £5,153,447                   | £6,308,583                   |                               |                               |  |
| £150                       | £258,747                 |                              | £872,170                     | £1,485,593                   | £2,099,016                   | £2,702,272                   | £3,301,353                   | £3,900,434                   | £5,077,171                   | £6,232,307                   |                               |                               |  |
| £175                       |                          |                              | £791,159                     | £1,404,581                   | £2,018,004                   | £2,623,155                   | £3,222,236                   | £3,821,317                   | £5,000,894                   | £6,156,031                   |                               |                               |  |
| £200                       |                          |                              | £710,147                     | £1,323,570                   | £1,936,993                   | £2,544,038                   | £3,143,119                   | £3,742,200                   | £4,924,618                   | £6,079,755                   |                               |                               |  |
| £225                       |                          |                              | £629,136                     | £1,242,559                   | £1,855,982                   | £2,464,920                   | £3,064,002                   | £3,663,083                   | £4,848,342                   | £6,003,479                   |                               |                               |  |
| £250                       |                          |                              | £548,125                     | £1,161,548                   | £1,774,971                   | £2,385,803                   | £2,984,884                   | £3,583,966                   | £4,772,066                   | £5,927,203                   |                               |                               |  |
| £275                       |                          |                              | £467,114                     | £1,080,537                   | £1,693,960                   | £2,306,686                   | £2,905,767                   | £3,504,848                   | £4,695,790                   | £5,850,927                   |                               |                               |  |
| £300                       |                          |                              | £386,103                     | £999,526                     | £1,612,949                   | £2,226,371                   | £2,826,650                   | £3,425,731                   | £4,619,514                   | £5,774,651                   |                               |                               |  |

**Key:**

|  |   |
|--|---|
|  | RLV beneath Viability Test 1 (RLV <£250,000/ha)       |
|  | Viability Test 1 (RLV £250,000/ha to £500,000/ha)     |
|  | Viability Test 2 (RLV £500,000/ha to £850,000/ha)     |
|  | Viability Test 3 (RLV £850,000/ha to £1,500,000/ha)   |
|  | Viability Test 4 (RLV £1,500,000/ha to £1,800,000/ha) |
|  | Viability Test 5 (RLV £1,800,000/ha to £2,250,000/ha) |
|  | Viability Test 6 (RLV £2,250,000/ha to £3,500,000/ha) |
|  | Viability Test 7 (RLV >£3,500,000/ha)                 |

**BLV Notes:**

| EUV+ £/ha  | Notes   |
|------------|---|
| £250,000   | Greenfield Enhancement (Lower)  |
| £500,000   | Greenfield Enhancement (Upper) (Note range up to £500,000/ha could also be representative of other land types in lower value existing use)                |
| £850,000   | Industrial Land (Lower)   |
| £1,500,000 | Industrial Land (Upper)   |
| £1,800,000 | Commercial OOT land values. Includes a 20% uplift.  |
| £2,250,000 | Commercial CBD land values. Includes a 20% uplift.  |
| £3,500,000 | Residential land values. An allowance has been made for a 50% reduction for planning obligations (AH) and planning risk; 20% uplift to adjusted estimate. |

Source: Dixon Searle Partnership (2019)

Table 1b: Residual Land Value Results by Value Level & CIL Rates  
- 3 Unit Scheme - Houses

|                      |          |
|----------------------|----------|
| Development Scenario | 3 Houses |
| Typical Site Type    | PDL / GF |
| Net Site Area (ha)   | 0.10     |
| Gross Site Area (ha) | 0.14     |
| Site Density (dph)   | 30       |

| 0% AH<br>3 Houses          |                          | Residual Land Value (£)  |                       |                       |                       |                       |                       |                       |                       |                       |                       |  |
|----------------------------|--------------------------|--------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|--|
| CIL Rates £/m <sup>2</sup> | VL1                      | VL2                      | VL3                   | VL4                   | VL5                   | VL6                   | VL7                   | VL8                   | VL9                   | VL10                  | VL11                  |  |
|                            | £3,000/m <sup>2</sup>    | £3,500/m <sup>2</sup>    | £4,000/m <sup>2</sup> | £4,250/m <sup>2</sup> | £4,500/m <sup>2</sup> | £4,750/m <sup>2</sup> | £5,000/m <sup>2</sup> | £5,250/m <sup>2</sup> | £5,500/m <sup>2</sup> | £6,000/m <sup>2</sup> | £6,500/m <sup>2</sup> |  |
| £0                         | Indicative non-viability | £111,841                 | £217,669              | £268,927              | £319,918              | £370,909              | £421,900              | £472,891              | £523,882              | £625,864              | £727,846              |  |
| £25                        |                          | £104,689                 | £210,684              | £262,193              | £313,184              | £364,175              | £415,166              | £466,157              | £517,148              | £619,130              | £721,112              |  |
| £50                        |                          | £97,536                  | £203,699              | £255,459              | £306,450              | £357,441              | £408,432              | £459,423              | £510,414              | £612,396              | £714,378              |  |
| £75                        |                          | £90,384                  | £196,714              | £248,724              | £299,716              | £350,707              | £401,698              | £452,689              | £503,680              | £605,662              | £707,644              |  |
| £100                       |                          | £83,232                  | £189,729              | £241,990              | £292,981              | £343,972              | £394,964              | £445,955              | £496,946              | £598,928              | £700,910              |  |
| £125                       |                          | £76,080                  | £182,744              | £235,256              | £286,247              | £337,238              | £388,229              | £439,220              | £490,212              | £592,194              | £694,176              |  |
| £150                       |                          | £68,928                  | £175,759              | £228,522              | £279,513              | £330,504              | £381,495              | £432,486              | £483,477              | £585,459              | £687,442              |  |
| £175                       |                          | £61,776                  | £168,775              | £221,665              | £272,779              | £323,770              | £374,761              | £425,752              | £476,743              | £578,725              | £680,707              |  |
| £200                       |                          | £54,624                  | £161,790              | £214,680              | £266,045              | £317,036              | £368,027              | £419,018              | £470,009              | £571,991              | £673,973              |  |
| £225                       |                          | £47,472                  | £154,805              | £207,695              | £259,311              | £310,302              | £361,293              | £412,284              | £463,275              | £565,257              | £667,239              |  |
| £250                       |                          | £40,319                  | £147,820              | £200,710              | £252,577              | £303,568              | £354,559              | £405,550              | £456,541              | £558,523              | £660,505              |  |
| £275                       |                          | Indicative non-viability | £140,835              | £193,725              | £245,843              | £296,834              | £347,825              | £398,816              | £449,807              | £551,789              | £653,771              |  |
| £300                       |                          | Indicative non-viability | £133,850              | £186,740              | £239,109              | £290,100              | £341,091              | £392,082              | £443,073              | £545,055              | £647,037              |  |
| Residual Land Value (£/Ha) |                          |                          |                       |                       |                       |                       |                       |                       |                       |                       |                       |  |
| £0                         | Indicative non-viability | £798,862                 | £1,554,778            | £1,920,905            | £2,285,127            | £2,649,349            | £3,013,570            | £3,377,792            | £3,742,014            | £4,470,457            | £5,198,901            |  |
| £25                        |                          | £747,775                 | £1,504,886            | £1,872,805            | £2,237,026            | £2,601,248            | £2,965,470            | £3,329,691            | £3,693,913            | £4,422,357            | £5,150,800            |  |
| £50                        |                          | £696,689                 | £1,454,994            | £1,824,704            | £2,188,926            | £2,553,147            | £2,917,369            | £3,281,591            | £3,645,813            | £4,374,256            | £5,102,699            |  |
| £75                        |                          | £645,602                 | £1,405,102            | £1,776,603            | £2,140,825            | £2,505,047            | £2,869,269            | £3,233,490            | £3,597,712            | £4,326,155            | £5,054,599            |  |
| £100                       |                          | £594,515                 | £1,355,209            | £1,728,503            | £2,092,724            | £2,456,946            | £2,821,168            | £3,185,390            | £3,549,611            | £4,278,055            | £5,006,498            |  |
| £125                       |                          | £543,429                 | £1,305,317            | £1,680,402            | £2,044,624            | £2,408,846            | £2,773,067            | £3,137,289            | £3,501,511            | £4,229,954            | £4,958,398            |  |
| £150                       |                          | £492,342                 | £1,255,425            | £1,632,301            | £1,996,523            | £2,360,745            | £2,724,967            | £3,089,188            | £3,453,410            | £4,181,854            | £4,910,297            |  |
| £175                       |                          | £441,256                 | £1,205,533            | £1,583,321            | £1,948,423            | £2,312,644            | £2,676,866            | £3,041,088            | £3,405,309            | £4,133,753            | £4,862,196            |  |
| £200                       |                          | £390,169                 | £1,155,640            | £1,533,428            | £1,900,322            | £2,264,544            | £2,628,765            | £2,992,987            | £3,357,209            | £4,085,652            | £4,814,096            |  |
| £225                       |                          | £339,082                 | £1,105,748            | £1,483,536            | £1,852,221            | £2,216,443            | £2,580,665            | £2,944,886            | £3,309,108            | £4,037,552            | £4,765,995            |  |
| £250                       |                          | £287,996                 | £1,055,856            | £1,433,644            | £1,804,121            | £2,168,342            | £2,532,564            | £2,896,786            | £3,261,008            | £3,989,451            | £4,717,894            |  |
| £275                       |                          | Indicative non-viability | £1,005,964            | £1,383,752            | £1,756,020            | £2,120,242            | £2,484,464            | £2,848,686            | £3,212,907            | £3,941,350            | £4,669,794            |  |
| £300                       |                          | Indicative non-viability | £956,072              | £1,333,859            | £1,707,919            | £2,072,141            | £2,436,363            | £2,800,585            | £3,164,806            | £3,893,250            | £4,621,693            |  |

| 20% AH<br>3 Houses         |                          | Residual Land Value (£)  |                       |                       |                       |                       |                       |                       |                       |                       |                       |  |
|----------------------------|--------------------------|--------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|--|
| CIL Rates £/m <sup>2</sup> | VL1                      | VL2                      | VL3                   | VL4                   | VL5                   | VL6                   | VL7                   | VL8                   | VL9                   | VL10                  | VL11                  |  |
|                            | £3,000/m <sup>2</sup>    | £3,500/m <sup>2</sup>    | £4,000/m <sup>2</sup> | £4,250/m <sup>2</sup> | £4,500/m <sup>2</sup> | £4,750/m <sup>2</sup> | £5,000/m <sup>2</sup> | £5,250/m <sup>2</sup> | £5,500/m <sup>2</sup> | £6,000/m <sup>2</sup> | £6,500/m <sup>2</sup> |  |
| £0                         | Indicative non-viability | £79,170                  | £119,350              | £158,718              | £198,086              | £237,011              | £274,965              | £312,920              | £388,829              | £464,738              |                       |  |
| £25                        |                          | £72,018                  | £112,329              | £151,733              | £191,101              | £230,276              | £268,231              | £306,185              | £382,094              | £458,003              |                       |  |
| £50                        |                          | £64,866                  | £105,176              | £144,748              | £184,116              | £223,484              | £261,497              | £299,451              | £375,360              | £451,269              |                       |  |
| £75                        |                          | £57,714                  | £98,024               | £137,763              | £177,131              | £216,500              | £253,416              | £292,717              | £368,626              | £444,535              |                       |  |
| £100                       |                          | £50,562                  | £90,872               | £130,778              | £170,146              | £209,515              | £248,029              | £285,983              | £361,892              | £437,801              |                       |  |
| £125                       |                          | £43,409                  | £83,720               | £123,793              | £163,162              | £202,530              | £241,295              | £279,249              | £355,158              | £431,067              |                       |  |
| £150                       |                          | £36,257                  | £76,568               | £116,808              | £156,177              | £195,545              | £234,561              | £272,515              | £348,424              | £424,333              |                       |  |
| £175                       |                          | Indicative non-viability | £69,416               | £109,726              | £149,192              | £188,560              | £227,826              | £265,781              | £341,690              | £417,599              |                       |  |
| £200                       |                          | Indicative non-viability | £62,264               | £102,574              | £142,207              | £181,575              | £220,943              | £259,047              | £334,956              | £410,865              |                       |  |
| £225                       |                          | Indicative non-viability | £55,112               | £95,422               | £135,222              | £174,590              | £213,958              | £252,313              | £328,222              | £404,131              |                       |  |
| £250                       |                          | Indicative non-viability | £47,959               | £88,270               | £128,237              | £167,605              | £206,973              | £245,579              | £321,488              | £397,397              |                       |  |
| £275                       |                          | Indicative non-viability | £40,807               | £81,118               | £121,252              | £160,620              | £199,988              | £238,845              | £314,754              | £390,663              |                       |  |
| £300                       |                          | Indicative non-viability | £73,966               | £114,267              | £153,635              | £193,004              | £232,111              | £308,020              | £383,928              |                       |                       |  |
| Residual Land Value (£/Ha) |                          |                          |                       |                       |                       |                       |                       |                       |                       |                       |                       |  |
| £0                         | Indicative non-viability | £565,500                 | £852,498              | £1,133,700            | £1,414,901            | £1,692,933            | £1,964,036            | £2,235,140            | £2,777,347            | £3,319,554            |                       |  |
| £25                        |                          | £514,414                 | £802,347              | £1,083,807            | £1,365,009            | £1,644,832            | £1,915,936            | £2,187,039            | £2,729,246            | £3,271,453            |                       |  |
| £50                        |                          | £463,327                 | £751,260              | £1,033,915            | £1,315,116            | £1,596,318            | £1,867,835            | £2,138,938            | £2,681,146            | £3,223,353            |                       |  |
| £75                        |                          | £412,241                 | £700,174              | £984,023              | £1,265,224            | £1,546,426            | £1,810,114            | £2,090,838            | £2,633,045            | £3,175,252            |                       |  |
| £100                       |                          | £361,154                 | £649,087              | £934,131              | £1,215,332            | £1,496,533            | £1,771,634            | £2,042,737            | £2,584,944            | £3,127,151            |                       |  |
| £125                       |                          | £310,067                 | £598,000              | £884,238              | £1,165,440            | £1,446,641            | £1,723,533            | £1,994,637            | £2,536,844            | £3,079,051            |                       |  |
| £150                       |                          | £258,981                 | £546,914              | £834,346              | £1,115,548            | £1,396,749            | £1,675,432            | £1,946,536            | £2,488,743            | £3,030,950            |                       |  |
| £175                       |                          | Indicative non-viability | £495,827              | £783,760              | £1,065,655            | £1,346,857            | £1,627,332            | £1,898,435            | £2,440,642            | £2,982,850            |                       |  |
| £200                       |                          | Indicative non-viability | £444,741              | £732,674              | £1,015,763            | £1,296,964            | £1,578,166            | £1,850,335            | £2,392,542            | £2,934,749            |                       |  |
| £225                       |                          | Indicative non-viability | £393,654              | £681,587              | £965,871              | £1,247,072            | £1,528,274            | £1,802,234            | £2,344,441            | £2,886,648            |                       |  |
| £250                       |                          | Indicative non-viability | £342,567              | £630,501              | £915,979              | £1,197,180            | £1,478,381            | £1,754,133            | £2,296,341            | £2,838,548            |                       |  |
| £275                       |                          | Indicative non-viability | £291,481              | £579,414              | £866,086              | £1,147,288            | £1,428,489            | £1,706,033            | £2,248,240            | £2,790,447            |                       |  |
| £300                       |                          | Indicative non-viability | £528,327              | £816,194              | £1,097,396            | £1,378,597            | £1,657,932            | £2,200,139            | £2,742,346            |                       |                       |  |

Key:

|   |
|---|
| RLV beneath Viability Test 1 (RLV <£250,000/ha)       |
| Viability Test 1 (RLV £250,000/ha to £500,000/ha)     |
| Viability Test 2 (RLV £500,000/ha to £850,000/ha)     |
| Viability Test 3 (RLV £850,000/ha to £1,500,000/ha)   |
| Viability Test 4 (RLV £1,500,000/ha to £1,800,000/ha) |
| Viability Test 5 (RLV £1,800,000/ha to £2,250,000/ha) |
| Viability Test 6 (RLV £2,250,000/ha to £3,500,000/ha) |
| Viability Test 7 (RLV >£3,500,000/ha)                 |

BLV Notes:

| EUV+ £/ha  | Notes   |
|------------|---|
| £250,000   | Greenfield Enhancement (Lower)  |
| £500,000   | Greenfield Enhancement (Upper) (Note range up to £500,000/ha could also be representative of other land types in lower value existing use)                |
| £850,000   | Industrial Land (Lower)   |
| £1,500,000 | Industrial Land (Upper)   |
| £1,800,000 | Commercial OOT land values. Includes a 20% uplift.  |
| £2,250,000 | Commercial CBD land values. Includes a 20% uplift.  |
| £3,500,000 | Residential land values. An allowance has been made for a 50% reduction for planning obligations (AH) and planning risk; 20% uplift to adjusted estimate. |

Source: Dixon Searle Partnership (2019)

**Table 1c: Residual Land Value Results by Value Level & CIL Rates - 5 Unit Scheme - Houses**

|                      |          |
|----------------------|----------|
| Development Scenario | 5 Houses |
| Typical Site Type    | PDL / GF |
| Net Site Area (ha)   | 0.17     |
| Gross Site Area (ha) | 0.23     |
| Site Density (dph)   | 30       |

| 0% AH<br>5 Houses          |                          | Residual Land Value (£)  |                       |                       |                       |                       |                       |                       |                       |                       |                       |            |  |
|----------------------------|--------------------------|--------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|------------|--|
| CIL Rates £/m <sup>2</sup> | VL1                      | VL2                      | VL3                   | VL4                   | VL5                   | VL6                   | VL7                   | VL8                   | VL9                   | VL10                  | VL11                  |            |  |
|                            | £3,000/m <sup>2</sup>    | £3,500/m <sup>2</sup>    | £4,000/m <sup>2</sup> | £4,250/m <sup>2</sup> | £4,500/m <sup>2</sup> | £4,750/m <sup>2</sup> | £5,000/m <sup>2</sup> | £5,250/m <sup>2</sup> | £5,500/m <sup>2</sup> | £6,000/m <sup>2</sup> | £6,500/m <sup>2</sup> |            |  |
| £0                         | Indicative non-viability | £171,859                 | £334,829              | £415,359              | £495,889              | £576,418              | £656,948              | £737,477              | £817,144              | £968,204              | £1,119,265            |            |  |
| £25                        |                          | £160,827                 | £324,194              | £404,724              | £485,253              | £565,783              | £646,313              | £726,842              | £807,169              | £958,230              | £1,109,290            |            |  |
| £50                        |                          | £149,796                 | £313,559              | £394,089              | £474,618              | £555,148              | £635,678              | £716,207              | £796,737              | £948,255              | £1,099,316            |            |  |
| £75                        |                          | £138,765                 | £302,924              | £383,454              | £463,983              | £544,513              | £625,042              | £705,572              | £786,102              | £938,280              | £1,089,341            |            |  |
| £100                       |                          | £127,734                 | £292,289              | £372,819              | £453,348              | £533,878              | £614,407              | £694,937              | £775,466              | £928,305              | £1,079,366            |            |  |
| £125                       |                          | £116,703                 | £281,654              | £362,184              | £442,713              | £523,243              | £603,772              | £684,302              | £764,831              | £918,330              | £1,069,391            |            |  |
| £150                       |                          | £105,475                 | £271,019              | £351,549              | £432,078              | £512,608              | £593,137              | £673,667              | £754,196              | £908,355              | £1,059,416            |            |  |
| £175                       |                          | £94,180                  | £260,384              | £340,914              | £421,443              | £501,973              | £582,502              | £663,032              | £743,561              | £898,380              | £1,049,441            |            |  |
| £200                       |                          | £82,884                  | £249,749              | £330,278              | £410,808              | £491,338              | £571,867              | £652,397              | £732,926              | £888,406              | £1,039,466            |            |  |
| £225                       |                          | £71,589                  | £239,114              | £319,643              | £400,173              | £480,703              | £561,232              | £641,762              | £722,291              | £878,431              | £1,029,492            |            |  |
| £250                       |                          | £60,294                  | £228,479              | £309,008              | £389,538              | £470,067              | £550,597              | £631,127              | £711,656              | £868,456              | £1,019,517            |            |  |
| £275                       |                          | Indicative non-viability | £217,574              | £298,373              | £378,903              | £459,432              | £539,962              | £620,491              | £701,021              | £858,481              | £1,009,542            |            |  |
| £300                       |                          | Indicative non-viability | £206,542              | £287,738              | £368,268              | £448,797              | £529,327              | £609,856              | £690,386              | £848,506              | £999,567              |            |  |
| Residual Land Value (£/Ha) |                          |                          |                       |                       |                       |                       |                       |                       |                       |                       |                       |            |  |
| £0                         |                          | Indicative non-viability | £747,211              | £1,455,780            | £1,805,909            | £2,156,037            | £2,506,166            | £2,856,294            | £3,206,422            | £3,552,798            | £4,209,584            | £4,866,371 |  |
| £25                        | £699,250                 |                          | £1,409,541            | £1,759,669            | £2,109,798            | £2,459,926            | £2,810,055            | £3,160,183            | £3,509,429            | £4,166,216            | £4,823,002            |            |  |
| £50                        | £651,288                 |                          | £1,363,301            | £1,713,430            | £2,063,558            | £2,413,687            | £2,763,815            | £3,113,944            | £3,464,072            | £4,122,847            | £4,779,633            |            |  |
| £75                        | £603,326                 |                          | £1,317,062            | £1,667,191            | £2,017,319            | £2,367,447            | £2,717,576            | £3,067,704            | £3,417,833            | £4,079,478            | £4,736,264            |            |  |
| £100                       | £555,365                 |                          | £1,270,823            | £1,620,951            | £1,971,080            | £2,321,208            | £2,671,336            | £3,021,465            | £3,371,593            | £4,036,109            | £4,692,895            |            |  |
| £125                       | £507,403                 |                          | £1,224,583            | £1,574,712            | £1,924,840            | £2,274,969            | £2,625,097            | £2,975,225            | £3,325,354            | £3,992,740            | £4,649,526            |            |  |
| £150                       | £458,587                 |                          | £1,178,344            | £1,528,472            | £1,878,601            | £2,228,729            | £2,578,858            | £2,928,986            | £3,279,114            | £3,949,371            | £4,606,157            |            |  |
| £175                       | £409,477                 |                          | £1,132,104            | £1,482,233            | £1,832,361            | £2,182,490            | £2,532,618            | £2,882,747            | £3,232,875            | £3,906,002            | £4,562,788            |            |  |
| £200                       | £360,367                 |                          | £1,085,865            | £1,435,993            | £1,786,122            | £2,136,250            | £2,486,379            | £2,836,507            | £3,186,636            | £3,862,633            | £4,519,419            |            |  |
| £225                       | £311,257                 |                          | £1,039,626            | £1,389,754            | £1,739,883            | £2,090,011            | £2,440,139            | £2,790,268            | £3,140,396            | £3,819,264            | £4,476,050            |            |  |
| £250                       | £262,147                 |                          | £993,386              | £1,343,515            | £1,693,643            | £2,043,772            | £2,393,900            | £2,744,028            | £3,094,157            | £3,775,895            | £4,432,681            |            |  |
| £275                       | Indicative non-viability |                          | £945,972              | £1,297,275            | £1,647,404            | £1,997,532            | £2,347,661            | £2,697,789            | £3,047,917            | £3,732,526            | £4,389,312            |            |  |
| £300                       | Indicative non-viability |                          | £898,011              | £1,251,036            | £1,601,164            | £1,951,293            | £2,301,421            | £2,651,550            | £3,001,678            | £3,689,157            | £4,345,943            |            |  |

| 20% AH<br>5 Houses         |                          | Residual Land Value (£)  |                          |                          |                       |                       |                       |                       |                       |                       |                       |            |            |            |  |
|----------------------------|--------------------------|--------------------------|--------------------------|--------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|------------|------------|------------|--|
| CIL Rates £/m <sup>2</sup> | VL1                      | VL2                      | VL3                      | VL4                      | VL5                   | VL6                   | VL7                   | VL8                   | VL9                   | VL10                  | VL11                  |            |            |            |  |
|                            | £3,000/m <sup>2</sup>    | £3,500/m <sup>2</sup>    | £4,000/m <sup>2</sup>    | £4,250/m <sup>2</sup>    | £4,500/m <sup>2</sup> | £4,750/m <sup>2</sup> | £5,000/m <sup>2</sup> | £5,250/m <sup>2</sup> | £5,500/m <sup>2</sup> | £6,000/m <sup>2</sup> | £6,500/m <sup>2</sup> |            |            |            |  |
| £0                         | Indicative non-viability | £59,955                  | £201,229                 | £269,579                 | £337,072              | £404,565              | £472,058              | £539,551              | £607,044              | £742,030              | £872,490              |            |            |            |  |
| £25                        |                          | Indicative non-viability | Indicative non-viability | £190,198                 | £258,944              | £326,437              | £393,930              | £461,423              | £528,916              | £596,409              | £731,395              | £862,515   |            |            |  |
| £50                        |                          |                          |                          | £179,167                 | £248,309              | £315,802              | £383,295              | £450,788              | £518,281              | £585,774              | £720,760              | £852,540   |            |            |  |
| £75                        |                          |                          |                          | £168,136                 | £237,674              | £305,167              | £372,660              | £440,153              | £507,646              | £575,139              | £710,125              | £842,565   |            |            |  |
| £100                       |                          |                          |                          | £157,105                 | £227,039              | £294,532              | £362,025              | £429,518              | £497,011              | £564,504              | £699,490              | £832,591   |            |            |  |
| £125                       |                          |                          |                          | £146,073                 | £216,080              | £283,897              | £351,390              | £418,883              | £486,376              | £553,869              | £688,855              | £822,616   |            |            |  |
| £150                       |                          |                          |                          | £135,042                 | £205,049              | £273,262              | £340,755              | £408,248              | £475,741              | £543,234              | £678,220              | £812,641   |            |            |  |
| £175                       |                          |                          |                          | £124,011                 | £194,018              | £262,627              | £330,120              | £397,613              | £465,106              | £532,599              | £667,585              | £802,571   |            |            |  |
| £200                       |                          |                          |                          | £112,958                 | £182,987              | £251,992              | £319,485              | £386,978              | £454,471              | £521,964              | £656,950              | £791,936   |            |            |  |
| £225                       |                          |                          |                          | £101,663                 | £171,956              | £241,357              | £308,850              | £376,343              | £443,836              | £511,329              | £646,315              | £781,301   |            |            |  |
| £250                       |                          |                          |                          | £90,368                  | £160,924              | £230,722              | £298,215              | £365,708              | £433,201              | £500,694              | £635,680              | £770,666   |            |            |  |
| £275                       |                          |                          |                          | £79,072                  | £149,893              | £219,900              | £287,580              | £355,073              | £422,566              | £490,059              | £625,045              | £760,031   |            |            |  |
| £300                       |                          |                          |                          | £67,777                  | £138,862              | £208,869              | £276,945              | £344,438              | £411,931              | £479,424              | £614,410              | £749,396   |            |            |  |
| Residual Land Value (£/Ha) |                          |                          |                          |                          |                       |                       |                       |                       |                       |                       |                       |            |            |            |  |
| £0                         |                          |                          |                          | Indicative non-viability | £260,673              | £874,910              | £1,172,084            | £1,465,532            | £1,758,980            | £2,052,428            | £2,345,875            | £2,639,323 | £3,226,219 | £3,793,435 |  |
| £25                        | Indicative non-viability | Indicative non-viability | £826,948                 |                          | £1,125,845            | £1,419,293            | £1,712,740            | £2,006,188            | £2,299,636            | £2,593,084            | £3,179,979            | £3,750,066 |            |            |  |
| £50                        |                          |                          | £778,987                 |                          | £1,079,605            | £1,373,053            | £1,666,501            | £1,959,949            | £2,253,397            | £2,546,844            | £3,133,740            | £3,706,697 |            |            |  |
| £75                        |                          |                          | £731,025                 |                          | £1,033,366            | £1,326,814            | £1,620,262            | £1,913,709            | £2,207,157            | £2,500,605            | £3,087,501            | £3,663,328 |            |            |  |
| £100                       |                          |                          | £683,063                 |                          | £987,127              | £1,280,574            | £1,574,022            | £1,867,470            | £2,160,918            | £2,454,366            | £3,041,261            | £3,619,959 |            |            |  |
| £125                       |                          |                          | £635,102                 |                          | £939,479              | £1,234,335            | £1,527,783            | £1,821,231            | £2,114,678            | £2,408,126            | £2,995,022            | £3,576,590 |            |            |  |
| £150                       |                          |                          | £587,140                 |                          | £891,518              | £1,188,096            | £1,481,543            | £1,774,991            | £2,068,439            | £2,361,887            | £2,948,782            | £3,533,221 |            |            |  |
| £175                       |                          |                          | £539,178                 |                          | £843,556              | £1,141,856            | £1,435,304            | £1,728,752            | £2,022,200            | £2,315,647            | £2,902,543            | £3,489,439 |            |            |  |
| £200                       |                          |                          | £491,123                 |                          | £795,594              | £1,095,617            | £1,389,065            | £1,682,512            | £1,975,960            | £2,269,408            | £2,856,304            | £3,443,199 |            |            |  |
| £225                       |                          |                          | £442,013                 |                          | £747,633              | £1,049,377            | £1,342,825            | £1,636,273            | £1,929,721            | £2,223,169            | £2,810,064            | £3,396,960 |            |            |  |
| £250                       |                          |                          | £392,903                 |                          | £699,671              | £1,003,138            | £1,296,586            | £1,590,034            | £1,883,481            | £2,176,929            | £2,763,825            | £3,350,720 |            |            |  |
| £275                       |                          |                          | £343,793                 |                          | £651,709              | £956,087              | £1,250,346            | £1,543,794            | £1,837,242            | £2,130,690            | £2,717,585            | £3,304,481 |            |            |  |
| £300                       |                          |                          | £294,683                 |                          | £603,748              | £908,125              | £1,204,107            | £1,497,555            | £1,791,002            | £2,084,450            | £2,671,346            | £3,258,242 |            |            |  |

**30/35/40% AH\*  
5 Houses**

| CIL Rates £/m <sup>2</sup> | Residual Land Value (£)      |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |
|----------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|-------------------------------|-------------------------------|
|                            | VL1<br>£3,000/m <sup>2</sup> | VL2<br>£3,500/m <sup>2</sup> | VL3<br>£4,000/m <sup>2</sup> | VL4<br>£4,250/m <sup>2</sup> | VL5<br>£4,500/m <sup>2</sup> | VL6<br>£4,750/m <sup>2</sup> | VL7<br>£5,000/m <sup>2</sup> | VL8<br>£5,250/m <sup>2</sup> | VL9<br>£5,500/m <sup>2</sup> | VL10<br>£6,000/m <sup>2</sup> | VL11<br>£6,500/m <sup>2</sup> |
| £0                         |                              |                              | £96,691                      | £159,572                     | £222,052                     | £282,397                     | £342,633                     | £402,869                     | £463,105                     | £583,577                      | £704,050                      |
| £25                        |                              |                              | £85,557                      | £148,699                     | £211,179                     | £271,915                     | £332,151                     | £392,387                     | £452,623                     | £573,095                      | £693,567                      |
| £50                        |                              |                              | £74,424                      | £137,826                     | £200,306                     | £261,432                     | £321,668                     | £381,904                     | £442,140                     | £562,612                      | £683,085                      |
| £75                        |                              |                              | £63,291                      | £126,953                     | £189,433                     | £250,950                     | £311,186                     | £371,422                     | £431,658                     | £552,130                      | £672,602                      |
| £100                       |                              | Indicative non-viability     |                              | £116,080                     | £178,560                     | £240,467                     | £300,703                     | £360,939                     | £421,175                     | £541,647                      | £662,119                      |
| £125                       |                              |                              |                              | £105,000                     | £167,687                     | £229,985                     | £290,221                     | £350,457                     | £410,693                     | £531,165                      | £651,637                      |
| £150                       |                              |                              |                              | £93,867                      | £156,814                     | £219,294                     | £279,738                     | £339,974                     | £400,210                     | £520,682                      | £641,154                      |
| £175                       |                              |                              |                              | £82,733                      | £145,941                     | £208,421                     | £269,256                     | £329,492                     | £389,728                     | £510,200                      | £630,672                      |
| £200                       |                              |                              |                              | £71,600                      | £135,068                     | £197,548                     | £258,773                     | £319,009                     | £379,245                     | £499,717                      | £620,189                      |
| £225                       |                              |                              |                              | £60,467                      | £124,195                     | £186,675                     | £248,291                     | £308,527                     | £368,763                     | £489,235                      | £609,707                      |
| £250                       |                              |                              |                              |                              | £113,309                     | £175,802                     | £237,808                     | £298,044                     | £358,280                     | £478,752                      | £599,224                      |
| £275                       |                              |                              |                              |                              | £102,176                     | £164,929                     | £227,326                     | £287,562                     | £347,798                     | £468,270                      | £588,742                      |
| £300                       |                              |                              |                              |                              | £91,043                      | £154,056                     | £216,536                     | £277,079                     | £337,315                     | £457,787                      | £578,259                      |
|                            | Residual Land Value (£/Ha)   |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |
| £0                         |                              |                              | £420,394                     | £693,792                     | £965,443                     | £1,227,814                   | £1,489,710                   | £1,751,606                   | £2,013,502                   | £2,537,293                    | £3,061,085                    |
| £25                        |                              |                              | £371,989                     | £646,519                     | £918,169                     | £1,182,238                   | £1,444,134                   | £1,706,030                   | £1,967,926                   | £2,491,717                    | £3,015,509                    |
| £50                        |                              |                              | £323,584                     | £599,245                     | £870,896                     | £1,136,662                   | £1,398,558                   | £1,660,454                   | £1,922,349                   | £2,446,141                    | £2,969,933                    |
| £75                        |                              |                              | £275,178                     | £551,971                     | £823,622                     | £1,091,086                   | £1,352,982                   | £1,614,877                   | £1,876,773                   | £2,400,565                    | £2,924,357                    |
| £100                       |                              | Indicative non-viability     |                              | £504,698                     | £776,348                     | £1,045,510                   | £1,307,406                   | £1,569,301                   | £1,831,197                   | £2,354,989                    | £2,878,780                    |
| £125                       |                              |                              |                              | £456,521                     | £729,074                     | £999,934                     | £1,261,829                   | £1,523,725                   | £1,785,621                   | £2,309,413                    | £2,833,204                    |
| £150                       |                              |                              |                              | £408,116                     | £681,801                     | £953,451                     | £1,216,253                   | £1,478,149                   | £1,740,045                   | £2,263,837                    | £2,787,628                    |
| £175                       |                              |                              |                              | £359,710                     | £634,527                     | £906,178                     | £1,170,677                   | £1,432,573                   | £1,694,469                   | £2,218,260                    | £2,742,052                    |
| £200                       |                              |                              |                              | £311,305                     | £587,253                     | £858,904                     | £1,125,101                   | £1,386,997                   | £1,648,893                   | £2,172,684                    | £2,696,476                    |
| £225                       |                              |                              |                              | £262,899                     | £539,980                     | £811,630                     | £1,079,525                   | £1,341,421                   | £1,603,316                   | £2,127,108                    | £2,650,900                    |
| £250                       |                              |                              |                              |                              | £492,648                     | £764,357                     | £1,033,949                   | £1,295,845                   | £1,557,740                   | £2,081,532                    | £2,605,324                    |
| £275                       |                              |                              |                              |                              | £444,242                     | £717,083                     | £988,373                     | £1,250,268                   | £1,512,164                   | £2,035,956                    | £2,559,747                    |
| £300                       |                              |                              |                              |                              | £395,837                     | £669,809                     | £941,460                     | £1,204,692                   | £1,466,588                   | £1,990,380                    | £2,514,171                    |

\*35% and 40% AH equates to the same as 30% AH due to numbers rounding

Key:

|   |
|---|
| RLV beneath Viability Test 1 (RLV <£250,000/ha)       |
| Viability Test 1 (RLV £250,000/ha to £500,000/ha)     |
| Viability Test 2 (RLV £500,000/ha to £850,000/ha)     |
| Viability Test 3 (RLV £850,000/ha to £1,500,000/ha)   |
| Viability Test 4 (RLV £1,500,000/ha to £1,800,000/ha) |
| Viability Test 5 (RLV £1,800,000/ha to £2,250,000/ha) |
| Viability Test 6 (RLV £2,250,000/ha to £3,500,000/ha) |
| Viability Test 7 (RLV >£3,500,000/ha)                 |

BLV Notes:

| EUV+ £/ha  | Notes   |
|------------|---|
| £250,000   | Greenfield Enhancement (Lower)  |
| £500,000   | Greenfield Enhancement (Upper) (Note range up to £500,000/ha could also be representative of other land types in lower value existing use)                |
| £850,000   | Industrial Land (Lower)   |
| £1,500,000 | Industrial Land (Upper)   |
| £1,800,000 | Commercial OOT land values. Includes a 20% uplift.  |
| £2,250,000 | Commercial CBD land values. Includes a 20% uplift.  |
| £3,500,000 | Residential land values. An allowance has been made for a 50% reduction for planning obligations (AH) and planning risk; 20% uplift to adjusted estimate. |

Source: Dixon Searle Partnership (2019)

Table 1d: Residual Land Value Results by Value Level & CIL Rates - 6 Unit Scheme - Houses

|                      |          |
|----------------------|----------|
| Development Scenario | 6 Houses |
| Typical Site Type    | PDL / GF |
| Net Site Area (ha)   | 0.20     |
| Gross Site Area (ha) | 0.27     |
| Site Density (dph)   | 30       |

| 0% AH<br>6 Houses          |                          | Residual Land Value (£)  |                       |                       |                       |                       |                       |                       |                       |                       |                       |  |
|----------------------------|--------------------------|--------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|--|
| CIL Rates £/m <sup>2</sup> | VL1                      | VL2                      | VL3                   | VL4                   | VL5                   | VL6                   | VL7                   | VL8                   | VL9                   | VL10                  | VL11                  |  |
|                            | £3,000/m <sup>2</sup>    | £3,500/m <sup>2</sup>    | £4,000/m <sup>2</sup> | £4,250/m <sup>2</sup> | £4,500/m <sup>2</sup> | £4,750/m <sup>2</sup> | £5,000/m <sup>2</sup> | £5,250/m <sup>2</sup> | £5,500/m <sup>2</sup> | £6,000/m <sup>2</sup> | £6,500/m <sup>2</sup> |  |
| £0                         | Indicative non-viability | £203,921                 | £397,367              | £493,732              | £590,096              | £686,460              | £782,824              | £874,137              | £964,448              | £1,145,069            | £1,323,873            |  |
| £25                        |                          | £190,678                 | £384,606              | £480,970              | £577,334              | £673,698              | £770,063              | £862,177              | £952,488              | £1,133,109            | £1,312,234            |  |
| £50                        |                          | £177,436                 | £371,844              | £468,209              | £564,573              | £660,937              | £757,301              | £850,218              | £940,528              | £1,121,150            | £1,300,594            |  |
| £75                        |                          | £164,193                 | £359,083              | £455,447              | £551,811              | £648,175              | £744,540              | £838,258              | £928,568              | £1,109,190            | £1,288,955            |  |
| £100                       |                          | £150,951                 | £346,321              | £442,686              | £539,050              | £635,414              | £731,778              | £826,298              | £916,609              | £1,097,230            | £1,277,316            |  |
| £125                       |                          | £137,708                 | £333,560              | £429,924              | £526,288              | £622,652              | £719,017              | £814,338              | £904,649              | £1,085,270            | £1,265,677            |  |
| £150                       |                          | £124,466                 | £320,798              | £417,162              | £513,527              | £609,891              | £706,255              | £802,378              | £892,689              | £1,073,310            | £1,253,931            |  |
| £175                       |                          | £111,175                 | £308,037              | £404,401              | £500,765              | £597,129              | £693,494              | £789,858              | £880,729              | £1,061,350            | £1,241,972            |  |
| £200                       |                          | £97,612                  | £295,275              | £391,639              | £488,004              | £584,368              | £680,732              | £777,096              | £868,769              | £1,049,390            | £1,230,012            |  |
| £225                       |                          | £84,049                  | £282,514              | £378,878              | £475,242              | £571,606              | £667,970              | £764,335              | £856,809              | £1,037,431            | £1,218,052            |  |
| £250                       |                          | £70,486                  | £269,752              | £366,116              | £462,481              | £558,845              | £655,209              | £751,573              | £844,850              | £1,025,471            | £1,206,092            |  |
| £275                       |                          | Indicative non-viability | £256,991              | £353,355              | £449,719              | £546,083              | £642,447              | £738,812              | £832,890              | £1,013,511            | £1,194,132            |  |
| £300                       |                          | Indicative non-viability | £244,229              | £340,593              | £436,958              | £533,322              | £629,686              | £726,050              | £820,930              | £1,001,551            | £1,182,172            |  |
| Residual Land Value (£/Ha) |                          |                          |                       |                       |                       |                       |                       |                       |                       |                       |                       |  |
| £0                         | Indicative non-viability | £755,262                 | £1,471,731            | £1,828,635            | £2,185,540            | £2,542,444            | £2,899,349            | £3,237,546            | £3,572,029            | £4,240,997            | £4,903,232            |  |
| £25                        |                          | £706,215                 | £1,424,466            | £1,781,371            | £2,138,275            | £2,495,179            | £2,852,084            | £3,193,250            | £3,527,734            | £4,196,701            | £4,860,124            |  |
| £50                        |                          | £657,169                 | £1,377,201            | £1,734,106            | £2,091,010            | £2,447,914            | £2,804,819            | £3,148,954            | £3,483,438            | £4,152,406            | £4,817,016            |  |
| £75                        |                          | £608,123                 | £1,329,937            | £1,686,841            | £2,043,745            | £2,400,650            | £2,757,554            | £3,104,658            | £3,439,142            | £4,108,110            | £4,773,908            |  |
| £100                       |                          | £559,076                 | £1,282,672            | £1,639,576            | £1,996,480            | £2,353,385            | £2,710,289            | £3,060,363            | £3,394,847            | £4,063,814            | £4,730,800            |  |
| £125                       |                          | £510,030                 | £1,235,407            | £1,592,311            | £1,949,215            | £2,306,120            | £2,663,024            | £3,016,067            | £3,350,551            | £4,019,518            | £4,687,692            |  |
| £150                       |                          | £460,984                 | £1,188,142            | £1,545,046            | £1,901,951            | £2,258,855            | £2,615,759            | £2,971,711            | £3,306,255            | £3,975,223            | £4,644,190            |  |
| £175                       |                          | £411,761                 | £1,140,877            | £1,497,781            | £1,854,686            | £2,211,590            | £2,568,494            | £2,925,399            | £3,261,959            | £3,930,927            | £4,599,895            |  |
| £200                       |                          | £361,527                 | £1,093,612            | £1,450,517            | £1,807,421            | £2,164,325            | £2,521,230            | £2,878,134            | £3,217,664            | £3,886,631            | £4,555,599            |  |
| £225                       |                          | £311,293                 | £1,046,347            | £1,403,252            | £1,760,156            | £2,117,060            | £2,473,965            | £2,830,869            | £3,173,368            | £3,842,336            | £4,511,303            |  |
| £250                       |                          | £261,059                 | £999,082              | £1,355,987            | £1,712,891            | £2,069,796            | £2,426,700            | £2,783,604            | £3,129,072            | £3,798,040            | £4,467,007            |  |
| £275                       |                          | Indicative non-viability | £951,818              | £1,308,722            | £1,665,626            | £2,022,531            | £2,379,435            | £2,736,339            | £3,084,777            | £3,753,744            | £4,422,712            |  |
| £300                       |                          | Indicative non-viability | £904,553              | £1,261,457            | £1,618,361            | £1,975,266            | £2,332,170            | £2,689,074            | £3,040,481            | £3,709,448            | £4,378,416            |  |

| 20% AH<br>6 Houses         |                          | Residual Land Value (£)  |                       |                       |                       |                       |                       |                       |                       |                       |                       |  |
|----------------------------|--------------------------|--------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|--|
| CIL Rates £/m <sup>2</sup> | VL1                      | VL2                      | VL3                   | VL4                   | VL5                   | VL6                   | VL7                   | VL8                   | VL9                   | VL10                  | VL11                  |  |
|                            | £3,000/m <sup>2</sup>    | £3,500/m <sup>2</sup>    | £4,000/m <sup>2</sup> | £4,250/m <sup>2</sup> | £4,500/m <sup>2</sup> | £4,750/m <sup>2</sup> | £5,000/m <sup>2</sup> | £5,250/m <sup>2</sup> | £5,500/m <sup>2</sup> | £6,000/m <sup>2</sup> | £6,500/m <sup>2</sup> |  |
| £0                         | Indicative non-viability | £93,522                  | £265,533              | £348,950              | £432,367              | £515,784              | £599,202              | £682,619              | £766,036              | £924,448              | £1,080,802            |  |
| £25                        |                          | £79,958                  | £252,771              | £336,188              | £419,606              | £503,023              | £586,440              | £669,858              | £753,275              | £912,488              | £1,068,842            |  |
| £50                        |                          | Indicative non-viability | £240,010              | £323,427              | £406,844              | £490,261              | £573,679              | £657,096              | £740,513              | £900,528              | £1,056,882            |  |
| £75                        |                          |                          | £227,248              | £310,665              | £394,083              | £477,500              | £560,917              | £644,334              | £727,752              | £888,568              | £1,044,922            |  |
| £100                       |                          |                          | £214,139              | £297,904              | £381,321              | £464,738              | £548,156              | £631,573              | £714,990              | £876,608              | £1,032,962            |  |
| £125                       |                          |                          | £200,897              | £285,142              | £368,560              | £451,977              | £535,394              | £618,811              | £702,229              | £864,648              | £1,021,003            |  |
| £150                       |                          |                          | £187,654              | £272,381              | £355,798              | £439,215              | £522,633              | £606,050              | £689,467              | £852,689              | £1,009,043            |  |
| £175                       |                          |                          | £174,412              | £259,619              | £343,037              | £426,454              | £509,871              | £593,288              | £676,706              | £840,729              | £997,083              |  |
| £200                       |                          |                          | £161,169              | £246,858              | £330,275              | £413,692              | £497,110              | £580,527              | £663,944              | £828,769              | £985,123              |  |
| £225                       |                          |                          | £147,927              | £234,096              | £317,514              | £400,931              | £484,348              | £567,765              | £651,183              | £816,809              | £973,163              |  |
| £250                       |                          |                          | £134,684              | £221,246              | £304,752              | £388,169              | £471,587              | £555,004              | £638,421              | £804,849              | £961,203              |  |
| £275                       |                          |                          | £121,442              | £208,003              | £291,991              | £375,408              | £458,825              | £542,242              | £625,660              | £792,494              | £949,243              |  |
| £300                       |                          |                          | £108,078              | £194,761              | £279,229              | £362,646              | £446,064              | £529,481              | £612,898              | £779,733              | £937,284              |  |
| Residual Land Value (£/Ha) |                          |                          |                       |                       |                       |                       |                       |                       |                       |                       |                       |  |
| £0                         | Indicative non-viability | £346,376                 | £983,454              | £1,292,407            | £1,601,360            | £1,910,313            | £2,219,266            | £2,528,219            | £2,837,172            | £3,423,880            | £4,002,969            |  |
| £25                        |                          | £296,142                 | £936,189              | £1,245,142            | £1,554,095            | £1,863,048            | £2,172,001            | £2,480,954            | £2,789,907            | £3,379,584            | £3,958,674            |  |
| £50                        |                          | Indicative non-viability | £888,924              | £1,197,877            | £1,506,830            | £1,815,783            | £2,124,736            | £2,433,689            | £2,742,642            | £3,335,289            | £3,914,378            |  |
| £75                        |                          |                          | £841,660              | £1,150,612            | £1,459,565            | £1,768,518            | £2,077,471            | £2,386,424            | £2,695,377            | £3,290,993            | £3,870,082            |  |
| £100                       |                          |                          | £793,109              | £1,103,348            | £1,412,300            | £1,721,253            | £2,030,206            | £2,339,159            | £2,648,112            | £3,246,697            | £3,825,787            |  |
| £125                       |                          |                          | £744,062              | £1,056,083            | £1,365,036            | £1,673,989            | £1,982,941            | £2,291,894            | £2,600,847            | £3,202,402            | £3,781,491            |  |
| £150                       |                          |                          | £695,016              | £1,008,818            | £1,317,771            | £1,626,724            | £1,935,677            | £2,244,629            | £2,553,582            | £3,158,106            | £3,737,195            |  |
| £175                       |                          |                          | £645,970              | £961,553              | £1,270,506            | £1,579,459            | £1,888,412            | £2,197,365            | £2,506,318            | £3,113,810            | £3,692,899            |  |
| £200                       |                          |                          | £596,923              | £914,288              | £1,223,241            | £1,532,194            | £1,841,147            | £2,150,100            | £2,459,053            | £3,069,514            | £3,648,604            |  |
| £225                       |                          |                          | £547,877              | £867,023              | £1,175,976            | £1,484,929            | £1,793,882            | £2,102,835            | £2,411,788            | £3,025,219            | £3,604,308            |  |
| £250                       |                          |                          | £498,830              | £819,428              | £1,128,711            | £1,437,664            | £1,746,617            | £2,055,570            | £2,364,523            | £2,980,923            | £3,560,012            |  |
| £275                       |                          |                          | £449,784              | £770,382              | £1,081,446            | £1,390,399            | £1,699,352            | £2,008,305            | £2,317,258            | £2,935,164            | £3,515,717            |  |
| £300                       |                          |                          | £400,290              | £721,336              | £1,034,182            | £1,343,134            | £1,652,087            | £1,961,040            | £2,269,993            | £2,887,899            | £3,471,421            |  |

**30/35/40% AH\*  
6 Houses**

| CIL Rates £/m <sup>2</sup> | Residual Land Value (£)      |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |            |
|----------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|-------------------------------|-------------------------------|------------|
|                            | VL1<br>£3,000/m <sup>2</sup> | VL2<br>£3,500/m <sup>2</sup> | VL3<br>£4,000/m <sup>2</sup> | VL4<br>£4,250/m <sup>2</sup> | VL5<br>£4,500/m <sup>2</sup> | VL6<br>£4,750/m <sup>2</sup> | VL7<br>£5,000/m <sup>2</sup> | VL8<br>£5,250/m <sup>2</sup> | VL9<br>£5,500/m <sup>2</sup> | VL10<br>£6,000/m <sup>2</sup> | VL11<br>£6,500/m <sup>2</sup> |            |
| £0                         | Indicative non-viability     |                              | £163,677                     | £242,068                     | £318,278                     | £394,489                     | £470,699                     | £546,909                     | £623,120                     | £775,541                      | £919,847                      |            |
| £25                        |                              |                              | £150,593                     | £229,458                     | £305,669                     | £381,879                     | £458,089                     | £534,300                     | £610,510                     | £762,931                      | £908,029                      |            |
| £50                        |                              |                              | £137,508                     | £216,591                     | £293,059                     | £369,270                     | £445,480                     | £521,690                     | £597,901                     | £750,321                      | £896,212                      |            |
| £75                        |                              |                              | £124,423                     | £203,506                     | £280,450                     | £356,660                     | £432,870                     | £509,081                     | £585,291                     | £737,712                      | £884,394                      |            |
| £100                       |                              |                              | £111,293                     | £190,421                     | £267,840                     | £344,050                     | £420,261                     | £496,471                     | £572,681                     | £725,102                      | £872,577                      |            |
| £125                       |                              |                              | £97,891                      | £177,336                     | £255,230                     | £331,441                     | £407,651                     | £483,862                     | £560,072                     | £712,493                      | £860,759                      |            |
| £150                       |                              |                              | £84,490                      | £164,251                     | £242,621                     | £318,831                     | £395,042                     | £471,252                     | £547,462                     | £699,883                      | £848,942                      |            |
| £175                       |                              |                              | £71,088                      | £151,166                     | £230,011                     | £306,222                     | £382,432                     | £458,642                     | £534,853                     | £687,273                      | £837,124                      |            |
| £200                       |                              |                              | Indicative non-viability     |                              | £138,081                     | £217,164                     | £293,612                     | £369,822                     | £446,033                     | £522,243                      | £674,664                      | £825,307   |
| £225                       |                              |                              |                              |                              | £124,996                     | £204,079                     | £281,002                     | £357,213                     | £433,423                     | £509,634                      | £662,054                      | £813,489   |
| £250                       | £111,881                     | £190,994                     |                              |                              | £268,393                     | £344,603                     | £420,814                     | £497,024                     | £649,445                     | £801,672                      |                               |            |
| £275                       | £98,479                      | £177,910                     |                              |                              | £255,783                     | £331,994                     | £408,204                     | £484,414                     | £636,835                     | £789,256                      |                               |            |
| £300                       | £85,077                      | £164,825                     |                              |                              | £243,174                     | £319,384                     | £395,594                     | £471,805                     | £624,226                     | £776,646                      |                               |            |
| Residual Land Value (£/Ha) |                              |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |            |
| £0                         | Indicative non-viability     |                              | £606,213                     | £896,548                     | £1,178,809                   | £1,461,069                   | £1,743,330                   | £2,025,591                   | £2,307,851                   | £2,872,373                    | £3,406,839                    |            |
| £25                        |                              |                              | £557,750                     | £849,846                     | £1,132,106                   | £1,414,367                   | £1,696,628                   | £1,978,888                   | £2,261,149                   | £2,825,670                    | £3,363,071                    |            |
| £50                        |                              |                              | £509,288                     | £802,187                     | £1,085,404                   | £1,367,665                   | £1,649,926                   | £1,932,186                   | £2,214,447                   | £2,778,968                    | £3,319,302                    |            |
| £75                        |                              |                              | £460,825                     | £753,725                     | £1,038,702                   | £1,320,963                   | £1,603,223                   | £1,885,484                   | £2,167,745                   | £2,732,266                    | £3,275,534                    |            |
| £100                       |                              |                              | £412,197                     | £705,262                     | £992,000                     | £1,274,260                   | £1,556,521                   | £1,838,782                   | £2,121,043                   | £2,685,564                    | £3,231,765                    |            |
| £125                       |                              |                              | £362,561                     | £656,800                     | £945,298                     | £1,227,558                   | £1,509,819                   | £1,792,080                   | £2,074,340                   | £2,638,862                    | £3,187,997                    |            |
| £150                       |                              |                              | £312,925                     | £608,337                     | £898,595                     | £1,180,856                   | £1,463,117                   | £1,745,377                   | £2,027,638                   | £2,592,160                    | £3,144,229                    |            |
| £175                       |                              |                              | £263,289                     | £559,875                     | £851,893                     | £1,134,154                   | £1,416,415                   | £1,698,675                   | £1,980,936                   | £2,545,457                    | £3,100,460                    |            |
| £200                       |                              |                              | Indicative non-viability     |                              | £511,412                     | £804,312                     | £1,087,452                   | £1,369,712                   | £1,651,973                   | £1,934,234                    | £2,498,755                    | £3,056,692 |
| £225                       |                              |                              |                              |                              | £462,950                     | £755,849                     | £1,040,750                   | £1,323,010                   | £1,605,271                   | £1,887,532                    | £2,452,053                    | £3,012,924 |
| £250                       | £414,373                     | £707,387                     |                              |                              | £994,047                     | £1,276,308                   | £1,558,569                   | £1,840,829                   | £2,405,351                   | £2,969,155                    |                               |            |
| £275                       | £364,737                     | £658,925                     |                              |                              | £947,345                     | £1,229,606                   | £1,511,867                   | £1,794,127                   | £2,358,649                   | £2,923,170                    |                               |            |
| £300                       | £315,101                     | £610,462                     |                              |                              | £900,643                     | £1,182,904                   | £1,465,164                   | £1,747,425                   | £2,311,946                   | £2,876,468                    |                               |            |

\*35% and 40% AH equates to the same as 30% AH due to numbers rounding

**Key:**

|   |
|---|
| RLV beneath Viability Test 1 (RLV <£250,000/ha)       |
| Viability Test 1 (RLV £250,000/ha to £500,000/ha)     |
| Viability Test 2 (RLV £500,000/ha to £850,000/ha)     |
| Viability Test 3 (RLV £850,000/ha to £1,500,000/ha)   |
| Viability Test 4 (RLV £1,500,000/ha to £1,800,000/ha) |
| Viability Test 5 (RLV £1,800,000/ha to £2,250,000/ha) |
| Viability Test 6 (RLV £2,250,000/ha to £3,500,000/ha) |
| Viability Test 7 (RLV >£3,500,000/ha)                 |

**BLV Notes:**

| EUV+ £/ha  | Notes   |
|------------|---|
| £250,000   | Greenfield Enhancement (Lower)  |
| £500,000   | Greenfield Enhancement (Upper) (Note range up to £500,000/ha could also be representative of other land types in lower value existing use)                |
| £850,000   | Industrial Land (Lower)   |
| £1,500,000 | Industrial Land (Upper)   |
| £1,800,000 | Commercial OOT land values. Includes a 20% uplift.  |
| £2,250,000 | Commercial CBD land values. Includes a 20% uplift.  |
| £3,500,000 | Residential land values. An allowance has been made for a 50% reduction for planning obligations (AH) and planning risk; 20% uplift to adjusted estimate. |

Source: Dixon Searle Partnership (2019)

**Table 1e: Residual Land Value Results by Value Level & CIL Rates - 10 Unit Scheme - Houses**

|                      |           |
|----------------------|-----------|
| Development Scenario | 10 Houses |
| Typical Site Type    | PDL / GF  |
| Net Site Area (ha)   | 0.29      |
| Gross Site Area (ha) | 0.40      |
| Site Density (dph)   | 35        |

| 0% AH<br>10 Houses         |                              | Residual Land Value (£)      |                              |                              |                              |                              |                              |                              |                              |                               |                               |  |
|----------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|-------------------------------|-------------------------------|--|
| CIL Rates £/m <sup>2</sup> | Residual Land Value (£)      |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |  |
|                            | VL1<br>£3,000/m <sup>2</sup> | VL2<br>£3,500/m <sup>2</sup> | VL3<br>£4,000/m <sup>2</sup> | VL4<br>£4,250/m <sup>2</sup> | VL5<br>£4,500/m <sup>2</sup> | VL6<br>£4,750/m <sup>2</sup> | VL7<br>£5,000/m <sup>2</sup> | VL8<br>£5,250/m <sup>2</sup> | VL9<br>£5,500/m <sup>2</sup> | VL10<br>£6,000/m <sup>2</sup> | VL11<br>£6,500/m <sup>2</sup> |  |
| £0                         | £229,652                     | £545,125                     | £855,938                     | £1,003,527                   | £1,151,116                   | £1,297,098                   | £1,440,628                   | £1,584,158                   | £1,727,688                   | £2,014,748                    | £2,301,809                    |  |
| £25                        | £208,174                     | £524,121                     | £836,284                     | £983,873                     | £1,131,463                   | £1,277,985                   | £1,421,515                   | £1,565,045                   | £1,708,575                   | £1,995,636                    | £2,282,696                    |  |
| £50                        | £186,359                     | £503,116                     | £816,631                     | £964,220                     | £1,111,809                   | £1,258,872                   | £1,402,402                   | £1,545,933                   | £1,689,463                   | £1,976,523                    | £2,263,583                    |  |
| £75                        | £164,543                     | £482,111                     | £796,978                     | £944,567                     | £1,092,156                   | £1,239,745                   | £1,383,290                   | £1,526,820                   | £1,670,350                   | £1,957,410                    | £2,244,470                    |  |
| £100                       | £142,728                     | £461,107                     | £776,580                     | £924,914                     | £1,072,503                   | £1,220,092                   | £1,364,177                   | £1,507,707                   | £1,651,237                   | £1,938,297                    | £2,225,358                    |  |
| £125                       | £120,913                     | £440,102                     | £755,576                     | £905,260                     | £1,052,849                   | £1,200,439                   | £1,345,064                   | £1,488,594                   | £1,632,124                   | £1,919,185                    | £2,206,245                    |  |
| £150                       |                              | £419,098                     | £734,571                     | £885,607                     | £1,033,196                   | £1,180,785                   | £1,325,951                   | £1,469,481                   | £1,613,012                   | £1,900,072                    | £2,187,132                    |  |
| £175                       |                              | £398,093                     | £713,567                     | £865,954                     | £1,013,543                   | £1,161,132                   | £1,306,839                   | £1,450,369                   | £1,593,899                   | £1,880,959                    | £2,168,019                    |  |
| £200                       |                              | £377,089                     | £692,562                     | £846,300                     | £993,890                     | £1,141,479                   | £1,287,726                   | £1,431,256                   | £1,574,786                   | £1,861,846                    | £2,148,906                    |  |
| £225                       |                              | £356,084                     | £671,558                     | £826,647                     | £974,236                     | £1,121,825                   | £1,268,613                   | £1,412,143                   | £1,555,673                   | £1,842,733                    | £2,129,794                    |  |
| £250                       |                              | £335,079                     | £650,553                     | £806,994                     | £954,583                     | £1,102,172                   | £1,249,500                   | £1,393,030                   | £1,536,560                   | £1,823,621                    | £2,110,681                    |  |
| £275                       |                              | £314,075                     | £629,548                     | £787,285                     | £934,930                     | £1,082,519                   | £1,230,108                   | £1,373,917                   | £1,517,448                   | £1,804,508                    | £2,091,568                    |  |
| £300                       |                              | £293,070                     | £608,544                     | £766,281                     | £915,276                     | £1,062,866                   | £1,210,455                   | £1,354,805                   | £1,498,335                   | £1,785,395                    | £2,072,455                    |  |
|                            |                              | Residual Land Value (£/Ha)   |                              |                              |                              |                              |                              |                              |                              |                               |                               |  |
| £0                         | £574,129                     | £1,362,813                   | £2,139,844                   | £2,508,817                   | £2,877,790                   | £3,242,745                   | £3,601,570                   | £3,960,395                   | £4,319,221                   | £5,036,871                    | £5,754,522                    |  |
| £25                        | £520,435                     | £1,310,302                   | £2,090,711                   | £2,459,684                   | £2,828,657                   | £3,194,963                   | £3,553,788                   | £3,912,613                   | £4,271,439                   | £4,989,089                    | £5,706,740                    |  |
| £50                        | £465,897                     | £1,257,790                   | £2,041,578                   | £2,410,550                   | £2,779,523                   | £3,147,181                   | £3,506,006                   | £3,864,831                   | £4,223,657                   | £4,941,307                    | £5,658,958                    |  |
| £75                        | £411,358                     | £1,205,279                   | £1,992,444                   | £2,361,417                   | £2,730,390                   | £3,099,363                   | £3,458,224                   | £3,817,049                   | £4,175,875                   | £4,893,525                    | £5,611,176                    |  |
| £100                       | £356,820                     | £1,152,767                   | £1,941,451                   | £2,312,284                   | £2,681,257                   | £3,050,230                   | £3,410,442                   | £3,769,267                   | £4,128,093                   | £4,845,743                    | £5,563,394                    |  |
| £125                       | £302,282                     | £1,100,256                   | £1,888,940                   | £2,263,151                   | £2,632,124                   | £3,001,097                   | £3,362,660                   | £3,721,485                   | £4,080,311                   | £4,797,961                    | £5,515,612                    |  |
| £150                       |                              | £1,047,744                   | £1,836,428                   | £2,214,017                   | £2,582,990                   | £2,951,963                   | £3,314,878                   | £3,673,703                   | £4,032,529                   | £4,750,179                    | £5,467,830                    |  |
| £175                       |                              | £995,233                     | £1,783,917                   | £2,164,884                   | £2,533,857                   | £2,902,830                   | £3,267,096                   | £3,625,922                   | £3,984,747                   | £4,702,397                    | £5,420,048                    |  |
| £200                       |                              | £942,722                     | £1,731,405                   | £2,115,751                   | £2,484,724                   | £2,853,697                   | £3,219,314                   | £3,578,140                   | £3,936,965                   | £4,654,615                    | £5,372,266                    |  |
| £225                       |                              | £890,210                     | £1,678,894                   | £2,066,618                   | £2,435,591                   | £2,804,564                   | £3,171,532                   | £3,530,358                   | £3,889,183                   | £4,606,833                    | £5,324,484                    |  |
| £250                       |                              | £837,699                     | £1,626,383                   | £2,017,485                   | £2,386,457                   | £2,755,430                   | £3,123,750                   | £3,482,576                   | £3,841,401                   | £4,559,052                    | £5,276,702                    |  |
| £275                       |                              | £785,187                     | £1,573,871                   | £1,968,213                   | £2,337,324                   | £2,706,297                   | £3,075,270                   | £3,434,794                   | £3,793,619                   | £4,511,270                    | £5,228,920                    |  |
| £300                       |                              | £732,676                     | £1,521,360                   | £1,915,702                   | £2,288,191                   | £2,657,164                   | £3,026,137                   | £3,387,012                   | £3,745,837                   | £4,463,488                    | £5,181,138                    |  |

| 20% AH<br>10 Houses        |                              | Residual Land Value (£)      |                              |                              |                              |                              |                              |                              |                              |                               |                               |  |
|----------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|-------------------------------|-------------------------------|--|
| CIL Rates £/m <sup>2</sup> | Residual Land Value (£)      |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |  |
|                            | VL1<br>£3,000/m <sup>2</sup> | VL2<br>£3,500/m <sup>2</sup> | VL3<br>£4,000/m <sup>2</sup> | VL4<br>£4,250/m <sup>2</sup> | VL5<br>£4,500/m <sup>2</sup> | VL6<br>£4,750/m <sup>2</sup> | VL7<br>£5,000/m <sup>2</sup> | VL8<br>£5,250/m <sup>2</sup> | VL9<br>£5,500/m <sup>2</sup> | VL10<br>£6,000/m <sup>2</sup> | VL11<br>£6,500/m <sup>2</sup> |  |
| £0                         |                              | £355,081                     | £630,806                     | £768,668                     | £898,914                     | £1,027,907                   | £1,156,901                   | £1,284,639                   | £1,410,085                   | £1,660,976                    | £1,911,867                    |  |
| £25                        |                              | £334,227                     | £609,952                     | £747,814                     | £879,402                     | £1,008,395                   | £1,137,388                   | £1,265,663                   | £1,391,109                   | £1,642,000                    | £1,892,892                    |  |
| £50                        |                              | £313,373                     | £589,098                     | £726,960                     | £859,889                     | £988,883                     | £1,117,876                   | £1,246,688                   | £1,372,133                   | £1,623,025                    | £1,873,916                    |  |
| £75                        |                              | £292,519                     | £568,244                     | £706,106                     | £840,377                     | £969,370                     | £1,098,364                   | £1,227,357                   | £1,353,158                   | £1,604,049                    | £1,854,940                    |  |
| £100                       |                              | £271,665                     | £547,390                     | £685,252                     | £820,865                     | £949,858                     | £1,078,851                   | £1,207,845                   | £1,334,182                   | £1,585,073                    | £1,835,965                    |  |
| £125                       |                              | £250,811                     | £526,536                     | £664,398                     | £801,352                     | £930,346                     | £1,059,339                   | £1,188,332                   | £1,315,206                   | £1,566,098                    | £1,816,989                    |  |
| £150                       |                              | £229,957                     | £505,682                     | £643,544                     | £781,407                     | £910,833                     | £1,039,827                   | £1,168,820                   | £1,296,231                   | £1,547,122                    | £1,798,013                    |  |
| £175                       |                              | £208,648                     | £484,828                     | £622,690                     | £760,553                     | £891,321                     | £1,020,314                   | £1,149,308                   | £1,277,255                   | £1,528,146                    | £1,779,038                    |  |
| £200                       |                              | £186,989                     | £463,974                     | £601,836                     | £739,699                     | £871,809                     | £1,000,802                   | £1,129,795                   | £1,258,279                   | £1,509,171                    | £1,760,062                    |  |
| £225                       |                              | £165,330                     | £443,120                     | £580,983                     | £718,845                     | £852,296                     | £981,290                     | £1,110,283                   | £1,239,276                   | £1,490,195                    | £1,741,086                    |  |
| £250                       |                              | £143,671                     | £422,266                     | £560,129                     | £697,991                     | £832,784                     | £961,777                     | £1,090,771                   | £1,219,764                   | £1,471,219                    | £1,722,110                    |  |
| £275                       |                              | £122,012                     | £401,412                     | £539,275                     | £677,137                     | £813,272                     | £942,265                     | £1,071,258                   | £1,200,252                   | £1,452,243                    | £1,703,135                    |  |
| £300                       |                              | £100,070                     | £380,558                     | £518,421                     | £656,283                     | £793,759                     | £922,753                     | £1,051,746                   | £1,180,739                   | £1,433,268                    | £1,684,159                    |  |
|                            |                              | Residual Land Value (£/Ha)   |                              |                              |                              |                              |                              |                              |                              |                               |                               |  |
| £0                         |                              | £887,702                     | £1,577,014                   | £1,921,670                   | £2,247,285                   | £2,569,769                   | £2,892,252                   | £3,211,598                   | £3,525,212                   | £4,152,440                    | £4,779,669                    |  |
| £25                        |                              | £835,567                     | £1,524,879                   | £1,869,535                   | £2,198,505                   | £2,520,988                   | £2,843,471                   | £3,164,159                   | £3,477,773                   | £4,105,001                    | £4,732,229                    |  |
| £50                        |                              | £783,433                     | £1,472,744                   | £1,817,400                   | £2,149,724                   | £2,472,207                   | £2,794,690                   | £3,116,719                   | £3,430,333                   | £4,057,562                    | £4,684,790                    |  |
| £75                        |                              | £731,298                     | £1,420,609                   | £1,765,265                   | £2,100,943                   | £2,423,426                   | £2,745,909                   | £3,068,393                   | £3,382,894                   | £4,010,123                    | £4,637,351                    |  |
| £100                       |                              | £679,163                     | £1,368,475                   | £1,713,130                   | £2,052,162                   | £2,374,645                   | £2,697,128                   | £3,019,612                   | £3,335,455                   | £3,962,683                    | £4,589,912                    |  |
| £125                       |                              | £627,028                     | £1,316,340                   | £1,660,996                   | £2,003,381                   | £2,325,864                   | £2,648,348                   | £2,970,831                   | £3,288,016                   | £3,915,244                    | £4,542,472                    |  |
| £150                       |                              | £574,893                     | £1,264,205                   | £1,608,861                   | £1,953,517                   | £2,277,084                   | £2,599,567                   | £2,922,050                   | £3,240,576                   | £3,867,805                    | £4,495,033                    |  |
| £175                       |                              | £521,620                     | £1,212,070                   | £1,556,726                   | £1,901,382                   | £2,228,303                   | £2,550,786                   | £2,873,269                   | £3,193,137                   | £3,820,366                    | £4,447,594                    |  |
| £200                       |                              | £467,473                     | £1,159,935                   | £1,504,591                   | £1,849,247                   | £2,179,522                   | £2,502,005                   | £2,824,488                   | £3,145,698                   | £3,772,926                    | £4,400,155                    |  |
| £225                       |                              | £413,326                     | £1,107,801                   | £1,452,456                   | £1,797,112                   | £2,130,741                   | £2,453,224                   | £2,775,707                   | £3,098,191                   | £3,725,487                    | £4,352,715                    |  |
| £250                       |                              | £359,178                     | £1,055,666                   | £1,400,322                   | £1,744,977                   | £2,081,960                   | £2,404,443                   | £2,726,927                   | £3,049,410                   | £3,678,048                    | £4,305,276                    |  |
| £275                       |                              | £305,031                     | £1,003,531                   | £1,348,187                   | £1,692,843                   | £2,033,179                   | £2,355,663                   | £2,678,146                   | £3,000,629                   | £3,630,609                    | £4,257,837                    |  |
| £300                       |                              | £250,175                     | £951,396                     | £1,296,052                   | £1,640,708                   | £1,984,398                   | £2,306,882                   | £2,629,365                   | £2,951,848                   | £3,583,169                    | £4,210,398                    |  |

**30% AH  
10 Houses**

| CIL Rates £/m <sup>2</sup> | Residual Land Value (£)      |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |
|----------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|-------------------------------|-------------------------------|
|                            | VL1<br>£3,000/m <sup>2</sup> | VL2<br>£3,500/m <sup>2</sup> | VL3<br>£4,000/m <sup>2</sup> | VL4<br>£4,250/m <sup>2</sup> | VL5<br>£4,500/m <sup>2</sup> | VL6<br>£4,750/m <sup>2</sup> | VL7<br>£5,000/m <sup>2</sup> | VL8<br>£5,250/m <sup>2</sup> | VL9<br>£5,500/m <sup>2</sup> | VL10<br>£6,000/m <sup>2</sup> | VL11<br>£6,500/m <sup>2</sup> |
| £0                         |                              | £250,598                     | £500,787                     | £625,882                     | £750,976                     | £870,415                     | £987,462                     | £1,104,509                   | £1,221,556                   | £1,449,726                    | £1,677,382                    |
| £25                        |                              | £229,744                     | £479,933                     | £605,028                     | £730,122                     | £850,902                     | £967,949                     | £1,084,996                   | £1,202,043                   | £1,430,750                    | £1,658,406                    |
| £50                        |                              | £208,426                     | £459,079                     | £584,174                     | £709,269                     | £831,390                     | £948,437                     | £1,065,484                   | £1,182,531                   | £1,411,775                    | £1,639,431                    |
| £75                        |                              | £186,767                     | £438,225                     | £563,320                     | £688,415                     | £811,878                     | £928,925                     | £1,045,972                   | £1,163,019                   | £1,392,799                    | £1,620,455                    |
| £100                       |                              | £165,108                     | £417,371                     | £542,466                     | £667,561                     | £792,365                     | £909,412                     | £1,026,459                   | £1,143,506                   | £1,373,823                    | £1,601,479                    |
| £125                       |                              | £143,449                     | £396,517                     | £521,612                     | £646,707                     | £771,801                     | £889,900                     | £1,006,947                   | £1,123,994                   | £1,354,848                    | £1,582,504                    |
| £150                       |                              | £121,791                     | £375,663                     | £500,758                     | £625,853                     | £750,948                     | £870,388                     | £987,435                     | £1,104,482                   | £1,335,872                    | £1,563,528                    |
| £175                       | Indicative non-viability     |                              | £354,810                     | £479,904                     | £604,999                     | £730,094                     | £850,875                     | £967,922                     | £1,084,969                   | £1,316,896                    | £1,544,552                    |
| £200                       |                              |                              | £333,956                     | £459,050                     | £584,145                     | £709,240                     | £831,363                     | £948,410                     | £1,065,457                   | £1,297,921                    | £1,525,576                    |
| £225                       | Indicative non-viability     |                              | £313,102                     | £438,196                     | £563,291                     | £688,386                     | £811,851                     | £928,898                     | £1,045,945                   | £1,278,945                    | £1,506,601                    |
| £250                       |                              |                              | £292,248                     | £417,342                     | £542,437                     | £667,532                     | £792,338                     | £909,385                     | £1,026,432                   | £1,259,969                    | £1,487,625                    |
| £275                       |                              | £271,394                     | £396,489                     | £521,583                     | £646,678                     | £771,773                     | £889,873                     | £1,006,920                   | £1,240,993                   | £1,468,649                    |                               |
| £300                       |                              | £250,540                     | £375,635                     | £500,729                     | £625,824                     | £750,919                     | £870,361                     | £987,408                     | £1,221,502                   | £1,449,674                    |                               |
| Residual Land Value (£/Ha) |                              |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |
| £0                         |                              | £626,494                     | £1,251,967                   | £1,564,704                   | £1,877,441                   | £2,176,036                   | £2,468,654                   | £2,761,272                   | £3,053,889                   | £3,624,315                    | £4,193,455                    |
| £25                        |                              | £574,359                     | £1,199,833                   | £1,512,569                   | £1,825,306                   | £2,127,256                   | £2,419,873                   | £2,712,491                   | £3,005,108                   | £3,576,876                    | £4,146,016                    |
| £50                        |                              | £521,065                     | £1,147,698                   | £1,460,435                   | £1,773,171                   | £2,078,475                   | £2,371,092                   | £2,663,710                   | £2,956,327                   | £3,529,437                    | £4,098,577                    |
| £75                        |                              | £466,918                     | £1,095,563                   | £1,408,300                   | £1,721,037                   | £2,029,694                   | £2,322,311                   | £2,614,929                   | £2,907,547                   | £3,481,998                    | £4,051,137                    |
| £100                       |                              | £412,771                     | £1,043,428                   | £1,356,165                   | £1,668,902                   | £1,980,913                   | £2,273,531                   | £2,566,148                   | £2,858,766                   | £3,434,558                    | £4,003,698                    |
| £125                       |                              | £358,624                     | £991,293                     | £1,304,030                   | £1,616,767                   | £1,929,504                   | £2,224,750                   | £2,517,367                   | £2,809,985                   | £3,387,119                    | £3,956,259                    |
| £150                       | Indicative non-viability     |                              | £939,159                     | £1,251,895                   | £1,564,632                   | £1,877,369                   | £2,175,969                   | £2,468,587                   | £2,761,204                   | £3,339,680                    | £3,908,820                    |
| £175                       |                              |                              | £887,024                     | £1,199,761                   | £1,512,497                   | £1,825,234                   | £2,127,188                   | £2,419,806                   | £2,712,423                   | £3,292,241                    | £3,861,380                    |
| £200                       | Indicative non-viability     |                              | £834,889                     | £1,147,626                   | £1,460,362                   | £1,773,099                   | £2,078,407                   | £2,371,025                   | £2,663,642                   | £3,244,801                    | £3,813,941                    |
| £225                       |                              |                              | £782,754                     | £1,095,491                   | £1,408,228                   | £1,720,964                   | £2,029,626                   | £2,322,244                   | £2,614,862                   | £2,907,480                    | £3,481,998                    |
| £250                       |                              | £730,619                     | £1,043,356                   | £1,356,093                   | £1,668,830                   | £1,980,846                   | £2,273,463                   | £2,566,081                   | £2,858,700                   | £3,434,558                    |                               |
| £275                       |                              | £678,485                     | £991,221                     | £1,303,958                   | £1,616,695                   | £1,929,432                   | £2,224,682                   | £2,517,300                   | £2,809,919                   | £3,387,119                    |                               |
| £300                       |                              | £626,350                     | £939,086                     | £1,251,823                   | £1,564,560                   | £1,877,297                   | £2,175,901                   | £2,468,519                   | £2,761,137                   | £3,339,680                    |                               |

**35/40% AH\*  
10 Houses**

| CIL Rates £/m <sup>2</sup> | Residual Land Value (£)      |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |
|----------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|-------------------------------|-------------------------------|
|                            | VL1<br>£3,000/m <sup>2</sup> | VL2<br>£3,500/m <sup>2</sup> | VL3<br>£4,000/m <sup>2</sup> | VL4<br>£4,250/m <sup>2</sup> | VL5<br>£4,500/m <sup>2</sup> | VL6<br>£4,750/m <sup>2</sup> | VL7<br>£5,000/m <sup>2</sup> | VL8<br>£5,250/m <sup>2</sup> | VL9<br>£5,500/m <sup>2</sup> | VL10<br>£6,000/m <sup>2</sup> | VL11<br>£6,500/m <sup>2</sup> |
| £0                         |                              | £195,569                     | £439,274                     | £560,656                     | £682,038                     | £802,437                     | £916,010                     | £1,029,583                   | £1,143,156                   | £1,366,726                    | £1,587,625                    |
| £25                        |                              | £173,910                     | £418,420                     | £539,802                     | £661,184                     | £782,566                     | £896,498                     | £1,010,071                   | £1,123,644                   | £1,347,750                    | £1,568,649                    |
| £50                        |                              | £152,251                     | £397,566                     | £518,948                     | £640,330                     | £761,712                     | £876,985                     | £990,558                     | £1,104,131                   | £1,328,774                    | £1,549,673                    |
| £75                        |                              | £130,592                     | £376,712                     | £498,094                     | £619,476                     | £740,858                     | £857,473                     | £971,046                     | £1,084,619                   | £1,309,799                    | £1,530,697                    |
| £100                       |                              | £108,862                     | £355,858                     | £477,240                     | £598,622                     | £720,004                     | £837,961                     | £951,534                     | £1,065,107                   | £1,290,823                    | £1,511,722                    |
| £125                       | Indicative non-viability     |                              | £335,005                     | £456,386                     | £577,768                     | £699,150                     | £818,448                     | £932,021                     | £1,045,594                   | £1,271,847                    | £1,492,746                    |
| £150                       |                              |                              | £314,151                     | £435,532                     | £556,914                     | £678,296                     | £798,936                     | £912,509                     | £1,026,082                   | £1,252,871                    | £1,473,770                    |
| £175                       | Indicative non-viability     |                              | £293,297                     | £414,679                     | £536,060                     | £657,442                     | £778,824                     | £892,997                     | £1,006,570                   | £1,233,716                    | £1,454,795                    |
| £200                       |                              |                              | £272,443                     | £393,825                     | £515,206                     | £636,588                     | £757,970                     | £873,484                     | £987,057                     | £1,214,203                    | £1,435,819                    |
| £225                       | Indicative non-viability     |                              | £251,589                     | £372,971                     | £494,352                     | £615,734                     | £737,116                     | £853,972                     | £967,545                     | £1,194,691                    | £1,416,843                    |
| £250                       |                              |                              | £230,735                     | £352,117                     | £473,499                     | £594,880                     | £716,262                     | £834,460                     | £948,033                     | £1,175,179                    | £1,397,868                    |
| £275                       |                              | £209,456                     | £331,263                     | £452,645                     | £574,026                     | £695,408                     | £814,947                     | £928,520                     | £1,155,666                   | £1,378,892                    |                               |
| £300                       |                              | £187,797                     | £310,409                     | £431,791                     | £553,172                     | £674,554                     | £795,435                     | £909,008                     | £1,136,154                   | £1,359,916                    |                               |
| Residual Land Value (£/Ha) |                              |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |
| £0                         |                              | £488,923                     | £1,098,185                   | £1,401,640                   | £1,705,094                   | £2,006,092                   | £2,290,025                   | £2,573,957                   | £2,857,890                   | £3,416,814                    | £3,969,061                    |
| £25                        |                              | £434,775                     | £1,046,051                   | £1,349,505                   | £1,652,960                   | £1,956,414                   | £2,241,244                   | £2,525,176                   | £2,809,109                   | £3,369,375                    | £3,921,622                    |
| £50                        |                              | £380,628                     | £993,916                     | £1,297,370                   | £1,600,825                   | £1,904,279                   | £2,192,463                   | £2,476,396                   | £2,760,328                   | £3,321,936                    | £3,874,183                    |
| £75                        |                              | £326,481                     | £941,781                     | £1,245,236                   | £1,548,690                   | £1,852,145                   | £2,143,682                   | £2,427,615                   | £2,711,547                   | £3,274,496                    | £3,826,744                    |
| £100                       |                              | £272,156                     | £889,646                     | £1,193,101                   | £1,496,555                   | £1,800,010                   | £2,094,901                   | £2,378,834                   | £2,662,766                   | £3,227,057                    | £3,779,304                    |
| £125                       | Indicative non-viability     |                              | £837,511                     | £1,140,966                   | £1,444,420                   | £1,747,875                   | £2,046,121                   | £2,330,053                   | £2,613,986                   | £3,179,618                    | £3,731,865                    |
| £150                       |                              |                              | £785,377                     | £1,088,831                   | £1,392,286                   | £1,695,740                   | £1,997,340                   | £2,281,272                   | £2,565,205                   | £2,849,138                    | £3,416,814                    |
| £175                       | Indicative non-viability     |                              | £733,242                     | £1,036,696                   | £1,340,151                   | £1,643,605                   | £1,947,060                   | £2,232,491                   | £2,516,424                   | £3,084,289                    | £3,636,987                    |
| £200                       |                              |                              | £681,107                     | £984,561                     | £1,288,016                   | £1,591,470                   | £1,894,925                   | £2,183,711                   | £2,467,643                   | £2,751,576                    | £3,321,936                    |
| £225                       | Indicative non-viability     |                              | £628,972                     | £932,427                     | £1,235,881                   | £1,539,336                   | £1,842,790                   | £2,134,930                   | £2,418,862                   | £2,986,727                    | £3,542,108                    |
| £250                       |                              |                              | £576,837                     | £880,292                     | £1,183,746                   | £1,487,201                   | £1,790,655                   | £2,086,149                   | £2,370,081                   | £2,654,014                    | £3,227,057                    |
| £275                       |                              | £523,639                     | £828,157                     | £1,131,612                   | £1,435,066                   | £1,738,521                   | £2,037,368                   | £2,321,301                   | £2,605,234                   | £3,179,618                    |                               |
| £300                       |                              | £469,492                     | £776,022                     | £1,079,477                   | £1,382,931                   | £1,686,386                   | £1,988,587                   | £2,272,520                   | £2,556,453                   | £3,136,154                    |                               |

\*35% and 40% AH equates to the same as 30% AH due to numbers rounding

**Key:**

|   |
|---|
| RLV beneath Viability Test 1 (RLV <£250,000/ha)       |
| Viability Test 1 (RLV £250,000/ha to £500,000/ha)     |
| Viability Test 2 (RLV £500,000/ha to £850,000/ha)     |
| Viability Test 3 (RLV £850,000/ha to £1,500,000/ha)   |
| Viability Test 4 (RLV £1,500,000/ha to £1,800,000/ha) |
| Viability Test 5 (RLV £1,800,000/ha to £2,250,000/ha) |
| Viability Test 6 (RLV £2,250,000/ha to £3,500,000/ha) |
| Viability Test 7 (RLV >£3,500,000/ha)                 |

**BLV Notes:**

| EUV+ £/ha  | Notes   |
|------------|---|
| £250,000   | Greenfield Enhancement (Lower)  |
| £500,000   | Greenfield Enhancement (Upper) (Note range up to £500,000/ha could also be representative of other land types in lower value existing use)                |
| £850,000   | Industrial Land (Lower)   |
| £1,500,000 | Industrial Land (Upper)   |
| £1,800,000 | Commercial OOT land values. Includes a 20% uplift.  |
| £2,250,000 | Commercial CBD land values. Includes a 20% uplift.  |
| £3,500,000 | Residential land values. An allowance has been made for a 50% reduction for planning obligations (AH) and planning risk; 20% uplift to adjusted estimate. |

Source: Dixon Searle Partnership (2019)

Table 1f: Residual Land Value Results by Value Level & CIL Rates  
- 15 Unit Scheme - Flats

|                      |          |
|----------------------|----------|
| Development Scenario | 15 Flats |
| Typical Site Type    | PDL      |
| Net Site Area (ha)   | 0.20     |
| Gross Site Area (ha) | 0.30     |
| Site Density (dph)   | 75       |

| 0% AH<br>15 Flats          |                          | Residual Land Value (£) |                          |                       |                       |                       |                       |                       |                       |                       |                       |            |
|----------------------------|--------------------------|-------------------------|--------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|------------|
| CIL Rates £/m <sup>2</sup> | VL1                      | VL2                     | VL3                      | VL4                   | VL5                   | VL6                   | VL7                   | VL8                   | VL9                   | VL10                  | VL11                  |            |
|                            | £3,000/m <sup>2</sup>    | £3,500/m <sup>2</sup>   | £4,000/m <sup>2</sup>    | £4,250/m <sup>2</sup> | £4,500/m <sup>2</sup> | £4,750/m <sup>2</sup> | £5,000/m <sup>2</sup> | £5,250/m <sup>2</sup> | £5,500/m <sup>2</sup> | £6,000/m <sup>2</sup> | £6,500/m <sup>2</sup> |            |
| £0                         | Indicative non-viability |                         | £325,278                 | £466,088              | £606,898              | £747,708              | £880,761              | £1,012,182            | £1,143,602            | £1,400,939            | £1,656,268            |            |
| £25                        |                          |                         | £303,036                 | £443,846              | £584,657              | £725,467              | £860,003              | £991,423              | £1,122,844            | £1,380,773            | £1,636,103            |            |
| £50                        |                          |                         | £280,795                 | £421,605              | £562,415              | £703,225              | £839,244              | £970,665              | £1,102,086            | £1,360,608            | £1,615,938            |            |
| £75                        |                          |                         | £258,553                 | £399,363              | £540,173              | £680,984              | £818,486              | £949,907              | £1,081,327            | £1,340,443            | £1,595,773            |            |
| £100                       |                          |                         | £236,312                 | £377,122              | £517,932              | £658,742              | £797,727              | £929,148              | £1,060,569            | £1,320,278            | £1,575,608            |            |
| £125                       |                          |                         | £213,965                 | £354,880              | £495,690              | £636,501              | £776,969              | £908,390              | £1,039,810            | £1,300,113            | £1,555,442            |            |
| £150                       |                          |                         | £190,833                 | £332,639              | £473,449              | £614,259              | £755,069              | £887,631              | £1,019,052            | £1,279,948            | £1,535,277            |            |
| £175                       |                          |                         | £167,702                 | £310,397              | £451,207              | £592,018              | £732,828              | £866,873              | £998,293              | £1,259,782            | £1,515,112            |            |
| £200                       |                          |                         | £144,570                 | £288,156              | £428,966              | £569,776              | £710,586              | £846,114              | £977,535              | £1,239,617            | £1,494,947            |            |
| £225                       |                          |                         | £121,439                 | £265,914              | £406,724              | £547,534              | £688,345              | £825,356              | £956,777              | £1,219,452            | £1,474,782            |            |
| £250                       |                          |                         | £98,015                  | £243,673              | £384,483              | £525,293              | £666,103              | £804,598              | £936,018              | £1,198,859            | £1,454,617            |            |
| £275                       |                          |                         | Indicative non-viability |                       | £221,431              | £362,241              | £503,051              | £643,862              | £783,839              | £915,260              | £1,178,101            | £1,434,451 |
| £300                       |                          |                         | Indicative non-viability |                       | £198,489              | £340,000              | £480,810              | £621,620              | £762,430              | £894,501              | £1,157,343            | £1,414,286 |
| Residual Land Value (£/Ha) |                          |                         |                          |                       |                       |                       |                       |                       |                       |                       |                       |            |
| £0                         | Indicative non-viability |                         | £1,084,259               | £1,553,626            | £2,022,994            | £2,492,361            | £2,935,870            | £3,373,939            | £3,812,008            | £4,669,795            | £5,520,894            |            |
| £25                        |                          |                         | £1,010,121               | £1,479,488            | £1,948,855            | £2,418,222            | £2,866,676            | £3,304,744            | £3,742,813            | £4,602,578            | £5,453,677            |            |
| £50                        |                          |                         | £935,982                 | £1,405,350            | £1,874,717            | £2,344,084            | £2,797,481            | £3,235,550            | £3,673,618            | £4,535,361            | £5,386,460            |            |
| £75                        |                          |                         | £861,844                 | £1,331,211            | £1,800,578            | £2,269,946            | £2,728,286            | £3,166,355            | £3,604,424            | £4,468,144            | £5,319,242            |            |
| £100                       |                          |                         | £787,705                 | £1,257,073            | £1,726,440            | £2,195,807            | £2,659,092            | £3,097,160            | £3,535,229            | £4,400,927            | £5,252,025            |            |
| £125                       |                          |                         | £713,215                 | £1,182,934            | £1,652,301            | £2,121,669            | £2,589,897            | £3,027,966            | £3,466,034            | £4,333,709            | £5,184,808            |            |
| £150                       |                          |                         | £636,110                 | £1,108,796            | £1,578,163            | £2,047,530            | £2,516,897            | £2,958,771            | £3,396,840            | £4,266,492            | £5,117,591            |            |
| £175                       |                          |                         | £559,006                 | £1,034,657            | £1,504,025            | £1,973,392            | £2,442,759            | £2,889,576            | £3,327,645            | £4,199,275            | £5,050,374            |            |
| £200                       |                          |                         | £481,901                 | £960,519              | £1,429,886            | £1,899,253            | £2,368,621            | £2,820,381            | £3,258,450            | £4,132,058            | £4,983,156            |            |
| £225                       |                          |                         | £404,796                 | £886,380              | £1,355,748            | £1,825,115            | £2,294,482            | £2,751,187            | £3,189,255            | £4,064,840            | £4,915,939            |            |
| £250                       |                          |                         | £326,716                 | £812,242              | £1,281,609            | £1,750,976            | £2,220,344            | £2,681,992            | £3,120,061            | £3,996,198            | £4,848,722            |            |
| £275                       |                          |                         | Indicative non-viability |                       | £738,104              | £1,207,471            | £1,676,838            | £2,146,205            | £2,612,797            | £3,050,866            | £3,927,003            | £4,781,505 |
| £300                       |                          |                         | Indicative non-viability |                       | £661,629              | £1,133,332            | £1,602,700            | £2,072,067            | £2,541,434            | £2,981,671            | £3,857,809            | £4,714,287 |

| 20% AH<br>15 Flats         |                          | Residual Land Value (£) |                          |                       |                          |                       |                       |                       |                       |                       |                       |            |            |
|----------------------------|--------------------------|-------------------------|--------------------------|-----------------------|--------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|------------|------------|
| CIL Rates £/m <sup>2</sup> | VL1                      | VL2                     | VL3                      | VL4                   | VL5                      | VL6                   | VL7                   | VL8                   | VL9                   | VL10                  | VL11                  |            |            |
|                            | £3,000/m <sup>2</sup>    | £3,500/m <sup>2</sup>   | £4,000/m <sup>2</sup>    | £4,250/m <sup>2</sup> | £4,500/m <sup>2</sup>    | £4,750/m <sup>2</sup> | £5,000/m <sup>2</sup> | £5,250/m <sup>2</sup> | £5,500/m <sup>2</sup> | £6,000/m <sup>2</sup> | £6,500/m <sup>2</sup> |            |            |
| £0                         | Indicative non-viability |                         | £133,961                 | £258,913              | £380,682                 | £502,450              | £624,219              | £745,987              | £861,383              | £1,088,680            | £1,313,058            |            |            |
| £25                        |                          |                         | £110,830                 | £236,672              | £358,440                 | £480,209              | £601,977              | £723,746              | £840,624              | £1,067,922            | £1,292,893            |            |            |
| £50                        |                          |                         | £87,133                  | £214,339              | £336,198                 | £457,967              | £579,736              | £701,504              | £819,866              | £1,047,164            | £1,272,728            |            |            |
| £75                        |                          |                         | Indicative non-viability |                       | £191,207                 | £313,957              | £435,725              | £557,494              | £679,263              | £799,108              | £1,026,405            | £1,252,563 |            |
| £100                       |                          |                         |                          |                       | £168,076                 | £291,715              | £413,484              | £535,252              | £657,021              | £778,349              | £901,005              | £1,128,398 |            |
| £125                       |                          |                         |                          |                       | £144,945                 | £269,474              | £391,242              | £513,011              | £634,779              | £756,548              | £878,888              | £1,101,218 |            |
| £150                       |                          |                         |                          |                       | £121,813                 | £247,232              | £369,001              | £490,769              | £612,538              | £734,306              | £856,130              | £1,078,013 |            |
| £175                       |                          |                         |                          |                       | £98,399                  | £224,991              | £346,759              | £468,528              | £590,296              | £712,065              | £833,871              | £1,050,669 |            |
| £200                       |                          |                         |                          |                       | Indicative non-viability |                       | £202,191              | £324,518              | £446,286              | £568,055              | £689,823              | £811,592   | £933,361   |
| £225                       |                          |                         |                          |                       |                          |                       | £179,059              | £302,276              | £424,045              | £545,813              | £667,582              | £789,351   | £911,120   |
| £250                       |                          |                         |                          |                       |                          |                       | £155,928              | £280,035              | £401,803              | £523,572              | £645,340              | £767,109   | £888,878   |
| £275                       |                          |                         |                          |                       |                          |                       | £132,797              | £257,793              | £379,562              | £501,330              | £623,099              | £745,848   | £863,627   |
| £300                       |                          |                         |                          |                       | Indicative non-viability |                       | £109,664              | £235,552              | £357,320              | £479,089              | £600,857              | £722,626   | £844,395   |
| Residual Land Value (£/Ha) |                          |                         |                          |                       |                          |                       |                       |                       |                       |                       |                       |            |            |
| £0                         | Indicative non-viability |                         | £446,537                 | £863,043              | £1,268,939               | £1,674,834            | £2,080,729            | £2,486,624            | £2,871,276            | £3,628,934            | £4,376,861            |            |            |
| £25                        |                          |                         | £369,433                 | £788,905              | £1,194,800               | £1,600,695            | £2,006,590            | £2,412,485            | £2,802,082            | £3,559,740            | £4,309,643            |            |            |
| £50                        |                          |                         | £290,445                 | £714,463              | £1,120,662               | £1,526,557            | £1,932,452            | £2,338,347            | £2,732,887            | £3,490,545            | £4,242,426            |            |            |
| £75                        |                          |                         | Indicative non-viability |                       | £637,358                 | £1,046,523            | £1,452,418            | £1,858,313            | £2,264,209            | £2,663,692            | £3,421,350            | £4,175,209 |            |
| £100                       |                          |                         |                          |                       | £560,253                 | £972,385              | £1,378,280            | £1,784,175            | £2,190,070            | £2,594,497            | £3,352,156            | £4,107,992 |            |
| £125                       |                          |                         |                          |                       | £483,149                 | £898,246              | £1,304,141            | £1,710,037            | £2,115,932            | £2,521,827            | £3,282,961            | £4,040,619 |            |
| £150                       |                          |                         |                          |                       | £406,044                 | £824,108              | £1,230,003            | £1,635,898            | £2,041,793            | £2,447,688            | £3,213,766            | £3,971,424 |            |
| £175                       |                          |                         |                          |                       | £327,995                 | £749,969              | £1,155,865            | £1,561,760            | £1,967,655            | £2,373,550            | £3,144,571            | £3,902,230 |            |
| £200                       |                          |                         |                          |                       | Indicative non-viability |                       | £673,969              | £1,081,726            | £1,487,621            | £1,893,516            | £2,299,411            | £3,075,377 | £3,833,035 |
| £225                       |                          |                         |                          |                       |                          |                       | £596,865              | £1,007,588            | £1,413,483            | £1,819,378            | £2,225,273            | £3,006,182 | £3,763,840 |
| £250                       |                          |                         |                          |                       |                          |                       | £519,760              | £933,449              | £1,339,344            | £1,745,239            | £2,151,135            | £2,936,987 | £3,694,645 |
| £275                       |                          |                         |                          |                       |                          |                       | £442,655              | £859,311              | £1,265,206            | £1,671,101            | £2,076,996            | £2,867,793 | £3,625,451 |
| £300                       |                          |                         |                          |                       | Indicative non-viability |                       | £365,546              | £785,172              | £1,191,067            | £1,596,963            | £2,002,858            | £2,798,598 | £3,556,256 |

| 30/35% AH<br>15 Flats      |                          | Residual Land Value (£) |                       |                          |                       |                       |                       |                       |                       |                       |                       |            |            |            |
|----------------------------|--------------------------|-------------------------|-----------------------|--------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|------------|------------|------------|
| CIL Rates £/m <sup>2</sup> | VL1                      | VL2                     | VL3                   | VL4                      | VL5                   | VL6                   | VL7                   | VL8                   | VL9                   | VL10                  | VL11                  |            |            |            |
|                            | £3,000/m <sup>2</sup>    | £3,500/m <sup>2</sup>   | £4,000/m <sup>2</sup> | £4,250/m <sup>2</sup>    | £4,500/m <sup>2</sup> | £4,750/m <sup>2</sup> | £5,000/m <sup>2</sup> | £5,250/m <sup>2</sup> | £5,500/m <sup>2</sup> | £6,000/m <sup>2</sup> | £6,500/m <sup>2</sup> |            |            |            |
| £0                         | Indicative non-viability |                         |                       | £98,699                  | £211,705              | £320,291              | £428,685              | £537,078              | £645,471              | £856,252              | £1,058,583            |            |            |            |
| £25                        |                          |                         |                       | £188,574                 | £298,050              | £406,443              | £514,836              | £623,230              | £835,493              | £1,037,824            |                       |            |            |            |
| £50                        |                          |                         |                       | £165,443                 | £275,808              | £384,201              | £492,595              | £600,988              | £814,735              | £1,017,066            |                       |            |            |            |
| £75                        |                          |                         |                       | £142,311                 | £253,567              | £361,960              | £470,353              | £578,747              | £793,977              | £996,308              |                       |            |            |            |
| £100                       |                          |                         |                       | £119,180                 | £231,325              | £339,718              | £448,112              | £556,505              | £773,218              | £975,549              |                       |            |            |            |
| £125                       |                          |                         |                       | £95,698                  | £208,778              | £317,477              | £425,870              | £534,264              | £751,050              | £954,791              |                       |            |            |            |
| £150                       |                          |                         |                       | £185,647                 | £295,235              | £403,629              | £512,022              | £728,809              | £934,032              |                       |                       |            |            |            |
| £175                       |                          |                         |                       | £162,516                 | £272,994              | £381,387              | £489,781              | £706,567              | £913,274              |                       |                       |            |            |            |
| £200                       |                          |                         |                       | £139,384                 | £250,752              | £359,146              | £467,539              | £684,326              | £892,515              |                       |                       |            |            |            |
| £225                       |                          |                         |                       | £116,253                 | £228,511              | £336,904              | £445,298              | £662,084              | £871,757              |                       |                       |            |            |            |
| £250                       |                          |                         |                       | £92,696                  | £205,852              | £314,663              | £423,056              | £639,843              | £850,999              |                       |                       |            |            |            |
| £275                       |                          |                         |                       | Indicative non-viability | £182,720              | £292,421              | £400,814              | £617,601              | £830,240              |                       |                       |            |            |            |
| £300                       |                          |                         |                       | Indicative non-viability | £159,589              | £270,180              | £378,573              | £595,360              | £809,482              |                       |                       |            |            |            |
| Residual Land Value (£/Ha) |                          |                         |                       |                          |                       |                       |                       |                       |                       |                       |                       |            |            |            |
| £0                         |                          |                         |                       | Indicative non-viability |                       |                       | £328,998              | £705,684              | £1,067,637            | £1,428,948            | £1,790,260            | £2,151,571 | £2,854,173 | £3,528,609 |
| £25                        | £628,580                 | £993,499                | £1,354,810            |                          |                       |                       | £1,716,121            | £2,077,433            | £2,784,978            | £3,459,414            |                       |            |            |            |
| £50                        | £551,475                 | £919,360                | £1,280,672            |                          |                       |                       | £1,641,983            | £2,003,294            | £2,715,783            | £3,390,220            |                       |            |            |            |
| £75                        | £474,370                 | £845,222                | £1,206,533            |                          |                       |                       | £1,567,844            | £1,929,156            | £2,646,589            | £3,321,025            |                       |            |            |            |
| £100                       | £397,266                 | £771,083                | £1,132,395            |                          |                       |                       | £1,493,706            | £1,855,017            | £2,577,394            | £3,251,830            |                       |            |            |            |
| £125                       | £318,992                 | £695,928                | £1,058,256            |                          |                       |                       | £1,419,568            | £1,780,879            | £2,503,501            | £3,182,636            |                       |            |            |            |
| £150                       | £618,824                 | £984,118                | £1,345,429            |                          |                       |                       | £1,706,740            | £2,429,363            | £3,113,441            |                       |                       |            |            |            |
| £175                       | £541,719                 | £909,979                | £1,271,291            |                          |                       |                       | £1,632,602            | £2,355,224            | £3,044,246            |                       |                       |            |            |            |
| £200                       | £464,614                 | £835,841                | £1,197,152            |                          |                       |                       | £1,558,463            | £2,281,086            | £2,975,051            |                       |                       |            |            |            |
| £225                       | £387,509                 | £761,702                | £1,123,014            |                          |                       |                       | £1,484,325            | £2,206,948            | £2,905,857            |                       |                       |            |            |            |
| £250                       | £308,985                 | £686,172                | £1,048,875            |                          |                       |                       | £1,410,187            | £2,132,809            | £2,836,662            |                       |                       |            |            |            |
| £275                       | Indicative non-viability | £609,067                | £974,737              |                          |                       |                       | £1,336,048            | £2,058,671            | £2,767,467            |                       |                       |            |            |            |
| £300                       | Indicative non-viability | £531,963                | £900,598              |                          |                       |                       | £1,261,910            | £1,984,532            | £2,698,273            |                       |                       |            |            |            |

\*30% and 35% AH equates to the same as 30% AH due to numbers rounding

| 40% AH<br>15 Flats         |                          | Residual Land Value (£) |                       |                          |                       |                       |                       |                       |                       |                       |                       |            |            |  |
|----------------------------|--------------------------|-------------------------|-----------------------|--------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|------------|------------|--|
| CIL Rates £/m <sup>2</sup> | VL1                      | VL2                     | VL3                   | VL4                      | VL5                   | VL6                   | VL7                   | VL8                   | VL9                   | VL10                  | VL11                  |            |            |  |
|                            | £3,000/m <sup>2</sup>    | £3,500/m <sup>2</sup>   | £4,000/m <sup>2</sup> | £4,250/m <sup>2</sup>    | £4,500/m <sup>2</sup> | £4,750/m <sup>2</sup> | £5,000/m <sup>2</sup> | £5,250/m <sup>2</sup> | £5,500/m <sup>2</sup> | £6,000/m <sup>2</sup> | £6,500/m <sup>2</sup> |            |            |  |
| £0                         | Indicative non-viability |                         |                       | £79,938                  | £181,895              | £280,553              | £377,871              | £475,190              | £669,827              | £858,310              |                       |            |            |  |
| £25                        |                          |                         |                       | £158,764                 | £258,311              | £355,630              | £452,948              | £647,585              | £837,552              |                       |                       |            |            |  |
| £50                        |                          |                         |                       | £135,632                 | £236,070              | £333,388              | £430,707              | £625,344              | £816,793              |                       |                       |            |            |  |
| £75                        |                          |                         |                       | £112,501                 | £213,713              | £311,147              | £408,465              | £603,102              | £796,035              |                       |                       |            |            |  |
| £100                       |                          |                         |                       | £88,848                  | £190,582              | £288,905              | £386,224              | £580,860              | £775,277              |                       |                       |            |            |  |
| £125                       |                          |                         |                       | £167,450                 | £266,664              | £363,982              | £558,619              | £753,256              |                       |                       |                       |            |            |  |
| £150                       |                          |                         |                       | £144,319                 | £244,422              | £341,741              | £536,377              | £731,014              |                       |                       |                       |            |            |  |
| £175                       |                          |                         |                       | £121,188                 | £222,181              | £319,499              | £514,136              | £708,773              |                       |                       |                       |            |            |  |
| £200                       |                          |                         |                       | £97,757                  | £199,268              | £297,258              | £491,894              | £686,531              |                       |                       |                       |            |            |  |
| £225                       |                          |                         |                       | £176,137                 | £275,016              | £469,653              | £664,290              |                       |                       |                       |                       |            |            |  |
| £250                       |                          |                         |                       | £153,005                 | £252,774              | £447,411              | £642,048              |                       |                       |                       |                       |            |            |  |
| £275                       |                          |                         |                       | £129,874                 | £230,533              | £425,170              | £619,807              |                       |                       |                       |                       |            |            |  |
| £300                       |                          |                         |                       | £106,666                 | £207,955              | £402,928              | £597,565              |                       |                       |                       |                       |            |            |  |
| Residual Land Value (£/Ha) |                          |                         |                       |                          |                       |                       |                       |                       |                       |                       |                       |            |            |  |
| £0                         |                          |                         |                       | Indicative non-viability |                       |                       | £266,461              | £606,318              | £935,176              | £1,259,571            | £1,583,966            | £2,232,755 | £2,861,034 |  |
| £25                        | £529,213                 | £861,038                | £1,185,433            |                          |                       |                       | £1,509,827            | £2,158,617            | £2,791,839            |                       |                       |            |            |  |
| £50                        | £452,108                 | £786,900                | £1,111,294            |                          |                       |                       | £1,435,689            | £2,084,479            | £2,722,645            |                       |                       |            |            |  |
| £75                        | £375,004                 | £712,377                | £1,037,156            |                          |                       |                       | £1,361,551            | £2,010,340            | £2,653,450            |                       |                       |            |            |  |
| £100                       | £296,159                 | £635,272                | £963,017              |                          |                       |                       | £1,287,412            | £1,936,202            | £2,584,255            |                       |                       |            |            |  |
| £125                       | £558,168                 | £888,879                | £1,213,274            |                          |                       |                       | £1,862,063            | £2,510,853            |                       |                       |                       |            |            |  |
| £150                       | £481,063                 | £814,741                | £1,139,135            |                          |                       |                       | £1,787,925            | £2,436,714            |                       |                       |                       |            |            |  |
| £175                       | £403,958                 | £740,602                | £1,064,997            |                          |                       |                       | £1,713,786            | £2,362,576            |                       |                       |                       |            |            |  |
| £200                       | £325,856                 | £664,227                | £990,858              |                          |                       |                       | £1,639,648            | £2,288,437            |                       |                       |                       |            |            |  |
| £225                       | £587,123                 | £916,720                | £1,565,509            |                          |                       |                       | £2,214,299            |                       |                       |                       |                       |            |            |  |
| £250                       | £510,018                 | £842,582                | £1,491,371            |                          |                       |                       | £2,140,160            |                       |                       |                       |                       |            |            |  |
| £275                       | £432,913                 | £768,443                | £1,417,233            |                          |                       |                       | £2,066,022            |                       |                       |                       |                       |            |            |  |
| £300                       | £355,554                 | £693,182                | £1,343,094            |                          |                       |                       | £1,991,884            |                       |                       |                       |                       |            |            |  |

Key:

|   |
|---|
| RLV beneath Viability Test 1 (RLV <£250,000/ha)       |
| Viability Test 1 (RLV £250,000/ha to £500,000/ha)     |
| Viability Test 2 (RLV £500,000/ha to £850,000/ha)     |
| Viability Test 3 (RLV £850,000/ha to £1,500,000/ha)   |
| Viability Test 4 (RLV £1,500,000/ha to £1,800,000/ha) |
| Viability Test 5 (RLV £1,800,000/ha to £2,250,000/ha) |
| Viability Test 6 (RLV £2,250,000/ha to £3,500,000/ha) |
| Viability Test 7 (RLV >£3,500,000/ha)                 |

BLV Notes:

| EUV+ £/ha  | Notes   |
|------------|---|
| £250,000   | Greenfield Enhancement (Lower)  |
| £500,000   | Greenfield Enhancement (Upper) (Note range up to £500,000/ha could also be representative of other land types in lower value existing use)                |
| £850,000   | Industrial Land (Lower)   |
| £1,500,000 | Industrial Land (Upper)   |
| £1,800,000 | Commercial OOT land values. Includes a 20% uplift.  |
| £2,250,000 | Commercial CBD land values. Includes a 20% uplift.  |
| £3,500,000 | Residential land values. An allowance has been made for a 50% reduction for planning obligations (AH) and planning risk; 20% uplift to adjusted estimate. |

Source: Dixon Searle Partnership (2019)

Table 1g: Residual Land Value Results by Value Level & CIL Rates - 15 Unit Scheme - Houses

|                      |           |
|----------------------|-----------|
| Development Scenario | 15 Houses |
| Typical Site Type    | PDL / GF  |
| Net Site Area (ha)   | 0.43      |
| Gross Site Area (ha) | 0.60      |
| Site Density (dph)   | 35        |

| 0% AH<br>15 Houses         |                              | Residual Land Value (£)      |                              |                              |                              |                              |                              |                              |                              |                               |                               |  |
|----------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|-------------------------------|-------------------------------|--|
| CIL Rates £/m <sup>2</sup> | Residual Land Value (£)      |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |  |
|                            | VL1<br>£3,000/m <sup>2</sup> | VL2<br>£3,500/m <sup>2</sup> | VL3<br>£4,000/m <sup>2</sup> | VL4<br>£4,250/m <sup>2</sup> | VL5<br>£4,500/m <sup>2</sup> | VL6<br>£4,750/m <sup>2</sup> | VL7<br>£5,000/m <sup>2</sup> | VL8<br>£5,250/m <sup>2</sup> | VL9<br>£5,500/m <sup>2</sup> | VL10<br>£6,000/m <sup>2</sup> | VL11<br>£6,500/m <sup>2</sup> |  |
| £0                         | £329,522                     | £806,461                     | £1,252,737                   | £1,470,054                   | £1,687,371                   | £1,904,688                   | £2,122,005                   | £2,339,322                   | £2,556,639                   | £2,991,273                    | £3,425,907                    |  |
| £25                        | £297,341                     | £776,425                     | £1,223,560                   | £1,440,877                   | £1,658,194                   | £1,875,511                   | £2,092,828                   | £2,310,145                   | £2,527,462                   | £2,962,096                    | £3,396,730                    |  |
| £50                        | £265,159                     | £744,547                     | £1,193,811                   | £1,411,700                   | £1,629,017                   | £1,846,334                   | £2,063,651                   | £2,280,968                   | £2,498,285                   | £2,932,919                    | £3,367,553                    |  |
| £75                        | £232,978                     | £712,365                     | £1,163,775                   | £1,382,522                   | £1,599,839                   | £1,817,156                   | £2,034,473                   | £2,251,790                   | £2,469,108                   | £2,903,742                    | £3,338,376                    |  |
| £100                       | £200,160                     | £680,184                     | £1,133,740                   | £1,353,345                   | £1,570,662                   | £1,787,979                   | £2,005,296                   | £2,222,613                   | £2,439,930                   | £2,874,564                    | £3,309,198                    |  |
| £125                       | £166,691                     | £648,002                     | £1,103,704                   | £1,324,168                   | £1,541,485                   | £1,758,802                   | £1,976,119                   | £2,193,436                   | £2,410,753                   | £2,845,387                    | £3,280,021                    |  |
| £150                       |                              | £615,821                     | £1,073,668                   | £1,294,991                   | £1,512,308                   | £1,729,625                   | £1,946,942                   | £2,164,259                   | £2,381,576                   | £2,816,210                    | £3,250,844                    |  |
| £175                       |                              | £583,639                     | £1,043,633                   | £1,265,814                   | £1,483,131                   | £1,700,448                   | £1,917,765                   | £2,135,082                   | £2,352,399                   | £2,787,033                    | £3,221,667                    |  |
| £200                       |                              | £551,458                     | £1,013,597                   | £1,236,636                   | £1,453,953                   | £1,671,270                   | £1,888,588                   | £2,105,905                   | £2,323,222                   | £2,757,856                    | £3,192,490                    |  |
| £225                       |                              | £519,276                     | £983,562                     | £1,207,272                   | £1,424,776                   | £1,642,093                   | £1,859,410                   | £2,076,727                   | £2,294,044                   | £2,728,678                    | £3,163,313                    |  |
| £250                       |                              | £487,095                     | £953,526                     | £1,177,237                   | £1,395,599                   | £1,612,916                   | £1,830,233                   | £2,047,550                   | £2,264,867                   | £2,699,501                    | £3,134,135                    |  |
| £275                       |                              | £454,913                     | £923,491                     | £1,147,201                   | £1,366,422                   | £1,583,739                   | £1,801,056                   | £2,018,373                   | £2,235,690                   | £2,670,324                    | £3,104,958                    |  |
| £300                       |                              | £422,732                     | £893,455                     | £1,117,165                   | £1,337,245                   | £1,554,562                   | £1,771,879                   | £1,989,196                   | £2,206,513                   | £2,641,147                    | £3,075,781                    |  |
|                            |                              | Residual Land Value (£/Ha)   |                              |                              |                              |                              |                              |                              |                              |                               |                               |  |
| £0                         | £549,204                     | £1,344,102                   | £2,087,895                   | £2,450,090                   | £2,812,285                   | £3,174,480                   | £3,536,675                   | £3,898,870                   | £4,261,065                   | £4,985,455                    | £5,709,845                    |  |
| £25                        | £495,568                     | £1,294,042                   | £2,039,266                   | £2,401,461                   | £2,763,656                   | £3,125,851                   | £3,488,046                   | £3,850,241                   | £4,212,436                   | £4,936,827                    | £5,661,217                    |  |
| £50                        | £441,932                     | £1,240,911                   | £1,989,684                   | £2,352,833                   | £2,715,028                   | £3,077,223                   | £3,439,418                   | £3,801,613                   | £4,163,808                   | £4,888,198                    | £5,612,588                    |  |
| £75                        | £388,297                     | £1,187,276                   | £1,939,625                   | £2,304,204                   | £2,666,399                   | £3,028,594                   | £3,390,789                   | £3,752,984                   | £4,115,179                   | £4,839,569                    | £5,563,959                    |  |
| £100                       | £333,600                     | £1,133,640                   | £1,889,566                   | £2,255,575                   | £2,617,770                   | £2,979,965                   | £3,342,160                   | £3,704,356                   | £4,066,551                   | £4,790,941                    | £5,515,331                    |  |
| £125                       | £277,818                     | £1,080,004                   | £1,839,507                   | £2,206,947                   | £2,569,142                   | £2,931,337                   | £3,293,532                   | £3,655,727                   | £4,017,922                   | £4,742,312                    | £5,466,702                    |  |
| £150                       |                              | £1,026,368                   | £1,789,447                   | £2,158,318                   | £2,520,513                   | £2,882,708                   | £3,244,903                   | £3,607,098                   | £3,969,293                   | £4,693,683                    | £5,418,074                    |  |
| £175                       |                              | £972,732                     | £1,739,388                   | £2,109,689                   | £2,471,884                   | £2,834,079                   | £3,196,275                   | £3,558,470                   | £3,920,665                   | £4,645,055                    | £5,369,445                    |  |
| £200                       |                              | £919,096                     | £1,689,329                   | £2,061,061                   | £2,423,256                   | £2,785,451                   | £3,147,646                   | £3,509,841                   | £3,872,036                   | £4,596,426                    | £5,320,816                    |  |
| £225                       |                              | £865,461                     | £1,639,270                   | £2,012,120                   | £2,374,627                   | £2,736,822                   | £3,099,017                   | £3,461,212                   | £3,823,407                   | £4,547,797                    | £5,272,188                    |  |
| £250                       |                              | £811,825                     | £1,589,210                   | £1,962,061                   | £2,325,998                   | £2,688,194                   | £3,050,389                   | £3,412,584                   | £3,774,779                   | £4,499,169                    | £5,223,559                    |  |
| £275                       |                              | £758,189                     | £1,539,151                   | £1,912,002                   | £2,277,370                   | £2,639,565                   | £3,001,760                   | £3,363,955                   | £3,726,150                   | £4,450,540                    | £5,174,930                    |  |
| £300                       |                              | £704,553                     | £1,489,092                   | £1,861,942                   | £2,228,741                   | £2,590,936                   | £2,953,131                   | £3,315,326                   | £3,677,521                   | £4,401,912                    | £5,126,302                    |  |

| 20% AH<br>15 Houses        |                              | Residual Land Value (£)      |                              |                              |                              |                              |                              |                              |                              |                               |                               |  |
|----------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|-------------------------------|-------------------------------|--|
| CIL Rates £/m <sup>2</sup> | Residual Land Value (£)      |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |  |
|                            | VL1<br>£3,000/m <sup>2</sup> | VL2<br>£3,500/m <sup>2</sup> | VL3<br>£4,000/m <sup>2</sup> | VL4<br>£4,250/m <sup>2</sup> | VL5<br>£4,500/m <sup>2</sup> | VL6<br>£4,750/m <sup>2</sup> | VL7<br>£5,000/m <sup>2</sup> | VL8<br>£5,250/m <sup>2</sup> | VL9<br>£5,500/m <sup>2</sup> | VL10<br>£6,000/m <sup>2</sup> | VL11<br>£6,500/m <sup>2</sup> |  |
| £0                         |                              | £489,911                     | £890,306                     | £1,081,091                   | £1,270,218                   | £1,455,551                   | £1,640,884                   | £1,826,218                   | £2,011,551                   | £2,382,217                    | £2,752,884                    |  |
| £25                        |                              | £458,027                     | £860,547                     | £1,051,333                   | £1,241,310                   | £1,426,643                   | £1,611,977                   | £1,797,310                   | £1,982,643                   | £2,353,310                    | £2,723,976                    |  |
| £50                        |                              | £426,143                     | £830,789                     | £1,021,575                   | £1,212,361                   | £1,397,736                   | £1,583,069                   | £1,768,402                   | £1,953,736                   | £2,324,402                    | £2,695,069                    |  |
| £75                        |                              | £394,259                     | £801,031                     | £991,817                     | £1,182,603                   | £1,368,828                   | £1,554,162                   | £1,739,495                   | £1,924,828                   | £2,295,495                    | £2,666,161                    |  |
| £100                       |                              | £362,375                     | £771,208                     | £962,059                     | £1,152,845                   | £1,339,921                   | £1,525,254                   | £1,710,587                   | £1,895,921                   | £2,266,587                    | £2,637,254                    |  |
| £125                       |                              | £330,491                     | £739,324                     | £932,301                     | £1,123,087                   | £1,311,013                   | £1,496,346                   | £1,681,680                   | £1,867,013                   | £2,237,680                    | £2,608,346                    |  |
| £150                       |                              | £298,607                     | £707,440                     | £902,543                     | £1,093,329                   | £1,282,106                   | £1,467,439                   | £1,652,772                   | £1,838,105                   | £2,208,772                    | £2,579,439                    |  |
| £175                       |                              | £266,723                     | £675,556                     | £872,785                     | £1,063,571                   | £1,253,198                   | £1,438,531                   | £1,623,865                   | £1,809,198                   | £2,179,864                    | £2,550,531                    |  |
| £200                       |                              | £234,838                     | £643,672                     | £843,027                     | £1,033,813                   | £1,224,290                   | £1,409,624                   | £1,594,957                   | £1,780,290                   | £2,150,957                    | £2,521,624                    |  |
| £225                       |                              | £202,404                     | £611,788                     | £813,269                     | £1,004,055                   | £1,194,841                   | £1,380,716                   | £1,566,049                   | £1,751,383                   | £2,122,049                    | £2,492,716                    |  |
| £250                       |                              | £169,244                     | £579,904                     | £783,511                     | £974,297                     | £1,165,083                   | £1,351,809                   | £1,537,142                   | £1,722,475                   | £2,093,142                    | £2,463,808                    |  |
| £275                       |                              |                              | £548,019                     | £752,436                     | £944,539                     | £1,135,325                   | £1,322,901                   | £1,508,234                   | £1,693,568                   | £2,064,234                    | £2,434,901                    |  |
| £300                       |                              |                              | £516,135                     | £720,552                     | £914,781                     | £1,105,567                   | £1,293,994                   | £1,479,327                   | £1,664,660                   | £2,035,327                    | £2,405,993                    |  |
|                            |                              | Residual Land Value (£/Ha)   |                              |                              |                              |                              |                              |                              |                              |                               |                               |  |
| £0                         |                              | £816,519                     | £1,483,843                   | £1,801,819                   | £2,117,029                   | £2,425,918                   | £2,734,807                   | £3,043,696                   | £3,352,585                   | £3,970,362                    | £4,588,140                    |  |
| £25                        |                              | £763,379                     | £1,434,246                   | £1,752,222                   | £2,068,850                   | £2,377,739                   | £2,686,628                   | £2,995,517                   | £3,304,405                   | £3,922,183                    | £4,539,961                    |  |
| £50                        |                              | £710,239                     | £1,384,649                   | £1,702,625                   | £2,020,601                   | £2,329,560                   | £2,638,449                   | £2,947,337                   | £3,256,226                   | £3,874,004                    | £4,491,781                    |  |
| £75                        |                              | £657,098                     | £1,335,052                   | £1,653,029                   | £1,971,005                   | £2,281,380                   | £2,590,269                   | £2,899,158                   | £3,208,047                   | £3,825,825                    | £4,443,602                    |  |
| £100                       |                              | £603,958                     | £1,285,347                   | £1,603,432                   | £1,921,408                   | £2,233,201                   | £2,542,090                   | £2,850,979                   | £3,159,868                   | £3,777,645                    | £4,395,423                    |  |
| £125                       |                              | £550,818                     | £1,232,207                   | £1,553,835                   | £1,871,811                   | £2,185,022                   | £2,493,911                   | £2,802,800                   | £3,111,688                   | £3,729,466                    | £4,347,244                    |  |
| £150                       |                              | £497,678                     | £1,179,067                   | £1,504,239                   | £1,822,215                   | £2,136,843                   | £2,445,731                   | £2,754,620                   | £3,063,509                   | £3,681,287                    | £4,299,064                    |  |
| £175                       |                              | £444,538                     | £1,125,927                   | £1,454,642                   | £1,772,618                   | £2,088,663                   | £2,397,552                   | £2,706,441                   | £3,015,330                   | £3,633,107                    | £4,250,885                    |  |
| £200                       |                              | £391,397                     | £1,072,786                   | £1,405,045                   | £1,723,021                   | £2,040,484                   | £2,349,373                   | £2,658,262                   | £2,967,151                   | £3,584,928                    | £4,202,706                    |  |
| £225                       |                              | £337,340                     | £1,019,646                   | £1,355,449                   | £1,673,425                   | £1,991,401                   | £2,301,194                   | £2,610,082                   | £2,918,971                   | £3,536,749                    | £4,154,527                    |  |
| £250                       |                              | £282,074                     | £966,506                     | £1,305,852                   | £1,623,828                   | £1,941,804                   | £2,253,014                   | £2,561,903                   | £2,870,792                   | £3,488,570                    | £4,106,347                    |  |
| £275                       |                              |                              | £913,366                     | £1,254,060                   | £1,574,231                   | £1,892,208                   | £2,204,835                   | £2,513,724                   | £2,822,613                   | £3,440,390                    | £4,058,168                    |  |
| £300                       |                              |                              | £860,226                     | £1,200,920                   | £1,524,635                   | £1,842,611                   | £2,156,656                   | £2,465,545                   | £2,774,434                   | £3,392,211                    | £4,009,989                    |  |

| 30/35% AH*<br>15 Houses    |                          | Residual Land Value (£)  |                       |                       |                       |                       |                       |                       |                       |                       |                       |            |  |
|----------------------------|--------------------------|--------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|------------|--|
| CIL Rates £/m <sup>2</sup> | VL1                      | VL2                      | VL3                   | VL4                   | VL5                   | VL6                   | VL7                   | VL8                   | VL9                   | VL10                  | VL11                  |            |  |
|                            | £3,000/m <sup>2</sup>    | £3,500/m <sup>2</sup>    | £4,000/m <sup>2</sup> | £4,250/m <sup>2</sup> | £4,500/m <sup>2</sup> | £4,750/m <sup>2</sup> | £5,000/m <sup>2</sup> | £5,250/m <sup>2</sup> | £5,500/m <sup>2</sup> | £6,000/m <sup>2</sup> | £6,500/m <sup>2</sup> |            |  |
| £0                         | Indicative non-viability | £362,742                 | £744,022              | £923,828              | £1,101,755            | £1,277,800            | £1,450,643            | £1,623,486            | £1,796,328            | £2,142,014            | £2,487,699            |            |  |
| £25                        |                          | £330,858                 | £712,138              | £894,070              | £1,071,997            | £1,248,893            | £1,421,735            | £1,594,578            | £1,767,421            | £2,113,106            | £2,458,791            |            |  |
| £50                        |                          | £298,974                 | £680,254              | £864,312              | £1,042,239            | £1,219,985            | £1,392,828            | £1,565,671            | £1,738,513            | £2,084,198            | £2,429,884            |            |  |
| £75                        |                          | £267,090                 | £648,370              | £834,554              | £1,012,481            | £1,190,409            | £1,363,920            | £1,536,763            | £1,709,606            | £2,055,291            | £2,400,976            |            |  |
| £100                       |                          | £235,206                 | £616,485              | £804,796              | £982,723              | £1,160,651            | £1,335,013            | £1,507,855            | £1,680,698            | £2,026,383            | £2,372,069            |            |  |
| £125                       |                          | £202,786                 | £584,601              | £775,038              | £952,965              | £1,130,893            | £1,306,105            | £1,478,948            | £1,651,791            | £1,997,476            | £2,343,161            |            |  |
| £150                       |                          | £169,626                 | £552,717              | £743,357              | £923,207              | £1,101,135            | £1,277,198            | £1,450,040            | £1,622,883            | £1,968,568            | £2,314,254            |            |  |
| £175                       |                          | Indicative non-viability | £520,833              | £711,473              | £893,449              | £1,071,377            | £1,248,290            | £1,421,133            | £1,593,975            | £1,939,661            | £2,285,346            |            |  |
| £200                       |                          |                          | £488,949              | £679,589              | £863,691              | £1,041,619            | £1,219,383            | £1,392,225            | £1,565,068            | £1,910,753            | £2,256,438            |            |  |
| £225                       |                          |                          | £457,065              | £647,705              | £833,933              | £1,011,861            | £1,189,788            | £1,363,318            | £1,536,160            | £1,881,846            | £2,227,531            |            |  |
| £250                       |                          |                          | £425,181              | £615,821              | £804,175              | £982,103              | £1,160,030            | £1,334,410            | £1,507,253            | £1,852,938            | £2,198,623            |            |  |
| £275                       |                          |                          | £393,297              | £583,937              | £774,417              | £952,345              | £1,130,272            | £1,305,502            | £1,478,345            | £1,824,030            | £2,169,716            |            |  |
| £300                       |                          |                          | £361,413              | £552,052              | £742,692              | £922,587              | £1,100,514            | £1,276,595            | £1,449,438            | £1,795,123            | £2,140,808            |            |  |
| Residual Land Value (£/Ha) |                          |                          |                       |                       |                       |                       |                       |                       |                       |                       |                       |            |  |
| £0                         |                          | Indicative non-viability | £604,570              | £1,240,036            | £1,539,713            | £1,836,259            | £2,129,667            | £2,417,738            | £2,705,809            | £2,993,881            | £3,570,023            | £4,146,165 |  |
| £25                        | £551,430                 |                          | £1,186,896            | £1,490,116            | £1,786,662            | £2,081,488            | £2,369,559            | £2,657,630            | £2,945,701            | £3,521,843            | £4,097,986            |            |  |
| £50                        | £498,290                 |                          | £1,133,756            | £1,440,519            | £1,737,065            | £2,033,309            | £2,321,380            | £2,609,451            | £2,897,522            | £3,473,664            | £4,049,806            |            |  |
| £75                        | £445,150                 |                          | £1,080,616            | £1,390,923            | £1,687,468            | £1,984,014            | £2,273,201            | £2,561,272            | £2,849,343            | £3,425,485            | £4,001,627            |            |  |
| £100                       | £392,009                 |                          | £1,027,476            | £1,341,326            | £1,637,872            | £1,934,418            | £2,225,021            | £2,513,092            | £2,801,163            | £3,377,306            | £3,953,448            |            |  |
| £125                       | £337,977                 |                          | £974,336              | £1,291,729            | £1,588,275            | £1,884,821            | £2,176,842            | £2,464,913            | £2,752,984            | £3,329,126            | £3,905,268            |            |  |
| £150                       | £282,710                 |                          | £921,195              | £1,238,929            | £1,538,678            | £1,835,224            | £2,128,663            | £2,416,734            | £2,704,805            | £3,280,947            | £3,857,089            |            |  |
| £175                       | Indicative non-viability |                          | £868,055              | £1,185,788            | £1,489,082            | £1,785,628            | £2,080,483            | £2,368,555            | £2,656,626            | £3,232,768            | £3,808,910            |            |  |
| £200                       |                          |                          | £814,915              | £1,132,648            | £1,439,485            | £1,736,031            | £2,032,304            | £2,320,375            | £2,608,446            | £3,184,589            | £3,760,731            |            |  |
| £225                       |                          |                          | £761,775              | £1,079,508            | £1,389,888            | £1,686,434            | £1,982,980            | £2,272,196            | £2,560,267            | £3,136,409            | £3,712,551            |            |  |
| £250                       |                          |                          | £708,635              | £1,026,368            | £1,340,292            | £1,636,838            | £1,933,384            | £2,224,017            | £2,512,088            | £3,088,230            | £3,664,372            |            |  |
| £275                       |                          |                          | £655,494              | £973,228              | £1,290,695            | £1,587,241            | £1,883,787            | £2,175,837            | £2,463,909            | £3,040,051            | £3,616,193            |            |  |
| £300                       |                          |                          | £602,354              | £920,087              | £1,237,821            | £1,537,644            | £1,834,190            | £2,127,658            | £2,415,729            | £2,991,871            | £3,568,014            |            |  |

\*30% and 35% AH equates to the same as 30% AH due to numbers rounding

| 40% AH<br>15 Houses        |                          | Residual Land Value (£)  |                          |                       |                       |                       |                       |                       |                       |                       |                       |            |            |  |
|----------------------------|--------------------------|--------------------------|--------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|------------|------------|--|
| CIL Rates £/m <sup>2</sup> | VL1                      | VL2                      | VL3                      | VL4                   | VL5                   | VL6                   | VL7                   | VL8                   | VL9                   | VL10                  | VL11                  |            |            |  |
|                            | £3,000/m <sup>2</sup>    | £3,500/m <sup>2</sup>    | £4,000/m <sup>2</sup>    | £4,250/m <sup>2</sup> | £4,500/m <sup>2</sup> | £4,750/m <sup>2</sup> | £5,000/m <sup>2</sup> | £5,250/m <sup>2</sup> | £5,500/m <sup>2</sup> | £6,000/m <sup>2</sup> | £6,500/m <sup>2</sup> |            |            |  |
| £0                         | Indicative non-viability | £229,723                 | £579,360                 | £754,178              | £918,540              | £1,081,701            | £1,243,975            | £1,402,474            | £1,560,972            | £1,877,969            | £2,194,965            |            |            |  |
| £25                        |                          | £197,238                 | £547,624                 | £722,443              | £888,921              | £1,052,082            | £1,215,203            | £1,373,701            | £1,532,199            | £1,849,196            | £2,166,192            |            |            |  |
| £50                        |                          | £164,233                 | £515,889                 | £690,707              | £859,302              | £1,022,463            | £1,185,624            | £1,344,928            | £1,503,427            | £1,820,423            | £2,137,420            |            |            |  |
| £75                        |                          | Indicative non-viability | £484,153                 | £658,972              | £829,683              | £992,844              | £1,156,005            | £1,316,155            | £1,474,654            | £1,791,650            | £2,108,647            |            |            |  |
| £100                       |                          |                          | £452,418                 | £627,236              | £800,063              | £963,225              | £1,126,386            | £1,287,383            | £1,445,881            | £1,762,878            | £2,079,874            |            |            |  |
| £125                       |                          |                          | £420,683                 | £595,501              | £770,320              | £933,605              | £1,096,767            | £1,258,610            | £1,417,108            | £1,734,105            | £2,051,101            |            |            |  |
| £150                       |                          |                          | £388,947                 | £563,766              | £738,584              | £903,986              | £1,067,147            | £1,229,837            | £1,388,336            | £1,705,332            | £2,022,329            |            |            |  |
| £175                       |                          |                          | £357,212                 | £532,030              | £706,849              | £874,367              | £1,037,528            | £1,200,689            | £1,359,563            | £1,676,559            | £1,993,556            |            |            |  |
| £200                       |                          |                          | £325,476                 | £500,295              | £675,113              | £844,748              | £1,007,909            | £1,171,070            | £1,330,790            | £1,647,787            | £1,964,783            |            |            |  |
| £225                       |                          | Indicative non-viability | £293,741                 | £468,559              | £643,378              | £815,128              | £978,290              | £1,141,451            | £1,302,017            | £1,619,014            | £1,936,010            |            |            |  |
| £250                       |                          |                          | £262,005                 | £436,824              | £611,643              | £785,509              | £948,670              | £1,111,832            | £1,273,245            | £1,590,241            | £1,907,238            |            |            |  |
| £275                       |                          |                          | £230,270                 | £405,089              | £579,907              | £754,726              | £919,051              | £1,082,212            | £1,244,472            | £1,561,468            | £1,878,465            |            |            |  |
| £300                       |                          |                          | £197,808                 | £373,353              | £548,172              | £722,990              | £889,432              | £1,052,593            | £1,215,699            | £1,532,696            | £1,849,692            |            |            |  |
| Residual Land Value (£/Ha) |                          |                          |                          |                       |                       |                       |                       |                       |                       |                       |                       |            |            |  |
| £0                         |                          |                          | Indicative non-viability | £382,871              | £965,599              | £1,256,964            | £1,530,900            | £1,802,836            | £2,073,292            | £2,337,456            | £2,601,620            | £3,129,948 | £3,658,275 |  |
| £25                        | £328,730                 | £912,707                 |                          | £1,204,071            | £1,481,535            | £1,753,470            | £2,025,338            | £2,289,502            | £2,553,665            | £3,081,993            | £3,610,321            |            |            |  |
| £50                        | £273,722                 | £859,815                 |                          | £1,151,179            | £1,432,170            | £1,704,105            | £1,976,040            | £2,241,547            | £2,505,711            | £3,034,038            | £3,562,366            |            |            |  |
| £75                        | Indicative non-viability | £806,922                 |                          | £1,098,287            | £1,382,804            | £1,654,740            | £1,926,675            | £2,193,592            | £2,457,756            | £2,986,084            | £3,514,412            |            |            |  |
| £100                       |                          | £754,030                 |                          | £1,045,394            | £1,333,439            | £1,605,374            | £1,877,310            | £2,145,638            | £2,409,802            | £2,938,129            | £3,466,457            |            |            |  |
| £125                       |                          | £701,138                 |                          | £992,502              | £1,283,866            | £1,556,009            | £1,827,944            | £2,097,683            | £2,361,847            | £2,890,175            | £3,418,502            |            |            |  |
| £150                       |                          | £648,245                 |                          | £939,609              | £1,230,974            | £1,506,643            | £1,778,579            | £2,049,729            | £2,313,893            | £2,842,220            | £3,370,548            |            |            |  |
| £175                       |                          | £595,353                 |                          | £886,717              | £1,178,081            | £1,457,278            | £1,729,213            | £2,001,149            | £2,265,938            | £2,794,266            | £3,322,593            |            |            |  |
| £200                       |                          | £542,460                 |                          | £833,825              | £1,125,189            | £1,407,913            | £1,679,848            | £1,951,783            | £2,217,983            | £2,746,311            | £3,274,639            |            |            |  |
| £225                       | Indicative non-viability | £489,568                 |                          | £780,932              | £1,072,297            | £1,358,547            | £1,630,483            | £1,902,418            | £2,170,029            | £2,698,356            | £3,226,684            |            |            |  |
| £250                       |                          | £436,676                 |                          | £728,040              | £1,019,404            | £1,309,182            | £1,581,117            | £1,853,053            | £2,122,074            | £2,650,402            | £3,178,729            |            |            |  |
| £275                       |                          | £383,783                 |                          | £675,148              | £966,512              | £1,257,876            | £1,531,752            | £1,803,687            | £2,074,120            | £2,602,447            | £3,130,775            |            |            |  |
| £300                       |                          | £329,679                 |                          | £622,255              | £913,619              | £1,204,984            | £1,482,387            | £1,754,322            | £2,026,165            | £2,554,493            | £3,082,820            |            |            |  |

Key:

|   |
|---|
| RLV beneath Viability Test 1 (RLV <£250,000/ha)       |
| Viability Test 1 (RLV £250,000/ha to £500,000/ha)     |
| Viability Test 2 (RLV £500,000/ha to £850,000/ha)     |
| Viability Test 3 (RLV £850,000/ha to £1,500,000/ha)   |
| Viability Test 4 (RLV £1,500,000/ha to £1,800,000/ha) |
| Viability Test 5 (RLV £1,800,000/ha to £2,250,000/ha) |
| Viability Test 6 (RLV £2,250,000/ha to £3,500,000/ha) |
| Viability Test 7 (RLV >£3,500,000/ha)                 |

BLV Notes:

| EUV+ £/ha  | Notes   |
|------------|---|
| £250,000   | Greenfield Enhancement (Lower)  |
| £500,000   | Greenfield Enhancement (Upper) (Note range up to £500,000/ha could also be representative of other land types in lower value existing use)                |
| £850,000   | Industrial Land (Lower)   |
| £1,500,000 | Industrial Land (Upper)   |
| £1,800,000 | Commercial OOT land values. Includes a 20% uplift.  |
| £2,250,000 | Commercial CBD land values. Includes a 20% uplift.  |
| £3,500,000 | Residential land values. An allowance has been made for a 50% reduction for planning obligations (AH) and planning risk; 20% uplift to adjusted estimate. |

Source: Dixon Searle Partnership (2019)

**Table 1h: Residual Land Value Results by Value Level & CIL Rates  
- 30 Unit Scheme - Mixed**

|                      |          |
|----------------------|----------|
| Development Scenario | 30 Mixed |
| Typical Site Type    | PDL / GF |
| Net Site Area (ha)   | 0.75     |
| Gross Site Area (ha) | 1.05     |
| Site Density (dph)   | 40       |

| 0% AH<br>30 Mixed          |                          | Residual Land Value (£)      |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |  |
|----------------------------|--------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|-------------------------------|-------------------------------|--|
|                            |                          | VL1<br>£3,000/m <sup>2</sup> | VL2<br>£3,500/m <sup>2</sup> | VL3<br>£4,000/m <sup>2</sup> | VL4<br>£4,250/m <sup>2</sup> | VL5<br>£4,500/m <sup>2</sup> | VL6<br>£4,750/m <sup>2</sup> | VL7<br>£5,000/m <sup>2</sup> | VL8<br>£5,250/m <sup>2</sup> | VL9<br>£5,500/m <sup>2</sup> | VL10<br>£6,000/m <sup>2</sup> | VL11<br>£6,500/m <sup>2</sup> |  |
| CIL Rates £/m <sup>2</sup> |                          |                              |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |  |
| £0                         | Indicative non-viability | £944,664                     | £1,631,075                   | £1,970,940                   | £2,310,805                   | £2,650,670                   | £2,990,535                   | £3,330,400                   | £3,670,265                   | £4,349,995                   | £5,029,726                    |                               |  |
| £25                        |                          | £894,506                     | £1,582,466                   | £1,922,331                   | £2,262,196                   | £2,602,061                   | £2,941,926                   | £3,281,791                   | £3,621,656                   | £4,301,387                   | £4,981,117                    |                               |  |
| £50                        |                          | £844,347                     | £1,533,857                   | £1,873,722                   | £2,213,587                   | £2,553,452                   | £2,893,318                   | £3,233,183                   | £3,573,048                   | £4,252,778                   | £4,932,508                    |                               |  |
| £75                        |                          | £794,189                     | £1,485,248                   | £1,825,114                   | £2,164,979                   | £2,504,844                   | £2,844,709                   | £3,184,574                   | £3,524,439                   | £4,204,169                   | £4,883,899                    |                               |  |
| £100                       |                          | £744,031                     | £1,436,640                   | £1,776,505                   | £2,116,370                   | £2,456,235                   | £2,796,100                   | £3,135,965                   | £3,475,830                   | £4,155,560                   | £4,835,290                    |                               |  |
| £125                       |                          | £690,289                     | £1,388,031                   | £1,727,896                   | £2,067,761                   | £2,407,626                   | £2,747,491                   | £3,087,356                   | £3,427,221                   | £4,106,952                   | £4,786,682                    |                               |  |
| £150                       |                          | £636,257                     | £1,339,422                   | £1,679,287                   | £2,019,152                   | £2,359,017                   | £2,698,882                   | £3,038,748                   | £3,378,613                   | £4,058,343                   | £4,738,073                    |                               |  |
| £175                       |                          | £582,225                     | £1,290,813                   | £1,630,678                   | £1,970,544                   | £2,310,409                   | £2,650,274                   | £2,990,139                   | £3,330,004                   | £4,009,734                   | £4,689,464                    |                               |  |
| £200                       |                          | £528,193                     | £1,242,205                   | £1,582,070                   | £1,921,935                   | £2,261,800                   | £2,601,665                   | £2,941,530                   | £3,281,395                   | £3,961,125                   | £4,640,855                    |                               |  |
| £225                       |                          | £474,161                     | £1,193,596                   | £1,533,461                   | £1,873,326                   | £2,213,191                   | £2,553,056                   | £2,892,921                   | £3,232,786                   | £3,912,516                   | £4,592,247                    |                               |  |
| £250                       |                          | £420,129                     | £1,144,479                   | £1,484,852                   | £1,824,717                   | £2,164,582                   | £2,504,447                   | £2,844,312                   | £3,184,178                   | £3,863,908                   | £4,543,638                    |                               |  |
| £275                       |                          | £366,097                     | £1,094,321                   | £1,436,243                   | £1,776,108                   | £2,115,974                   | £2,455,839                   | £2,795,704                   | £3,135,569                   | £3,815,299                   | £4,495,029                    |                               |  |
| £300                       |                          | £312,065                     | £1,044,163                   | £1,387,635                   | £1,727,500                   | £2,067,365                   | £2,407,230                   | £2,747,095                   | £3,086,960                   | £3,766,690                   | £4,446,420                    |                               |  |
|                            |                          | Residual Land Value (£/Ha)   |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |  |
| £0                         |                          | Indicative non-viability     | £899,680                     | £1,553,405                   | £1,877,086                   | £2,200,767                   | £2,524,448                   | £2,848,129                   | £3,171,810                   | £3,495,491                   | £4,142,853                    | £4,790,215                    |  |
| £25                        | £851,910                 |                              | £1,507,110                   | £1,830,791                   | £2,154,473                   | £2,478,154                   | £2,801,835                   | £3,125,516                   | £3,449,197                   | £4,096,559                   | £4,743,921                    |                               |  |
| £50                        | £804,140                 |                              | £1,460,816                   | £1,784,497                   | £2,108,178                   | £2,431,859                   | £2,755,541                   | £3,079,222                   | £3,402,903                   | £4,050,265                   | £4,697,627                    |                               |  |
| £75                        | £756,370                 |                              | £1,414,522                   | £1,738,203                   | £2,061,884                   | £2,385,565                   | £2,709,246                   | £3,032,927                   | £3,356,609                   | £4,003,971                   | £4,651,333                    |                               |  |
| £100                       | £708,601                 |                              | £1,368,228                   | £1,691,909                   | £2,015,590                   | £2,339,271                   | £2,662,952                   | £2,986,633                   | £3,310,314                   | £3,957,677                   | £4,605,039                    |                               |  |
| £125                       | £657,418                 |                              | £1,321,934                   | £1,645,615                   | £1,969,296                   | £2,292,977                   | £2,616,658                   | £2,940,339                   | £3,264,020                   | £3,911,382                   | £4,558,744                    |                               |  |
| £150                       | £605,959                 |                              | £1,275,640                   | £1,599,321                   | £1,923,002                   | £2,246,683                   | £2,570,364                   | £2,894,045                   | £3,217,726                   | £3,865,588                   | £4,512,450                    |                               |  |
| £175                       | £554,500                 |                              | £1,229,346                   | £1,553,027                   | £1,876,708                   | £2,200,389                   | £2,524,070                   | £2,847,751                   | £3,171,432                   | £3,818,794                   | £4,466,156                    |                               |  |
| £200                       | £503,041                 |                              | £1,183,052                   | £1,506,733                   | £1,830,414                   | £2,154,095                   | £2,477,776                   | £2,801,457                   | £3,125,138                   | £3,772,500                   | £4,419,862                    |                               |  |
| £225                       | £451,582                 |                              | £1,136,758                   | £1,460,439                   | £1,784,120                   | £2,107,801                   | £2,431,482                   | £2,755,163                   | £3,078,844                   | £3,726,206                   | £4,373,568                    |                               |  |
| £250                       | £400,123                 |                              | £1,089,980                   | £1,414,145                   | £1,737,826                   | £2,061,507                   | £2,385,188                   | £2,708,869                   | £3,032,550                   | £3,679,912                   | £4,327,274                    |                               |  |
| £275                       | £348,664                 |                              | £1,042,210                   | £1,367,851                   | £1,691,532                   | £2,015,213                   | £2,338,894                   | £2,662,575                   | £2,986,256                   | £3,633,618                   | £4,280,980                    |                               |  |
| £300                       | £297,205                 |                              | £994,440                     | £1,321,557                   | £1,645,238                   | £1,968,919                   | £2,292,600                   | £2,616,281                   | £2,939,962                   | £3,587,324                   | £4,234,686                    |                               |  |

| 20% AH<br>30 Mixed         |                          | Residual Land Value (£)      |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |  |
|----------------------------|--------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|-------------------------------|-------------------------------|--|
|                            |                          | VL1<br>£3,000/m <sup>2</sup> | VL2<br>£3,500/m <sup>2</sup> | VL3<br>£4,000/m <sup>2</sup> | VL4<br>£4,250/m <sup>2</sup> | VL5<br>£4,500/m <sup>2</sup> | VL6<br>£4,750/m <sup>2</sup> | VL7<br>£5,000/m <sup>2</sup> | VL8<br>£5,250/m <sup>2</sup> | VL9<br>£5,500/m <sup>2</sup> | VL10<br>£6,000/m <sup>2</sup> | VL11<br>£6,500/m <sup>2</sup> |  |
| CIL Rates £/m <sup>2</sup> |                          |                              |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |  |
| £0                         | Indicative non-viability | £608,514                     | £1,237,123                   | £1,538,318                   | £1,839,513                   | £2,140,708                   | £2,441,902                   | £2,743,097                   | £3,044,292                   | £3,646,682                   | £4,249,071                    |                               |  |
| £25                        |                          | £554,482                     | £1,188,514                   | £1,489,709                   | £1,790,904                   | £2,092,099                   | £2,393,294                   | £2,694,488                   | £2,995,683                   | £3,598,073                   | £4,200,462                    |                               |  |
| £50                        |                          | £500,450                     | £1,139,236                   | £1,441,100                   | £1,742,295                   | £2,043,490                   | £2,344,685                   | £2,645,880                   | £2,947,074                   | £3,549,464                   | £4,151,854                    |                               |  |
| £75                        |                          | £446,418                     | £1,089,077                   | £1,392,492                   | £1,693,686                   | £1,994,881                   | £2,296,076                   | £2,597,271                   | £2,898,466                   | £3,500,855                   | £4,103,245                    |                               |  |
| £100                       |                          | £392,386                     | £1,038,919                   | £1,343,883                   | £1,645,078                   | £1,946,273                   | £2,247,467                   | £2,548,662                   | £2,849,857                   | £3,452,247                   | £4,054,636                    |                               |  |
| £125                       |                          | £338,354                     | £988,761                     | £1,295,274                   | £1,596,469                   | £1,897,664                   | £2,198,859                   | £2,500,053                   | £2,801,248                   | £3,403,638                   | £4,006,027                    |                               |  |
| £150                       |                          | £284,322                     | £938,603                     | £1,246,665                   | £1,547,860                   | £1,849,055                   | £2,150,250                   | £2,451,445                   | £2,752,639                   | £3,355,029                   | £3,957,419                    |                               |  |
| £175                       |                          | Indicative non-viability     | £888,444                     | £1,198,057                   | £1,499,251                   | £1,800,446                   | £2,101,641                   | £2,402,836                   | £2,704,031                   | £3,006,226                   | £3,608,616                    | £4,211,006                    |  |
| £200                       |                          |                              | £838,286                     | £1,149,082                   | £1,450,643                   | £1,751,837                   | £2,053,032                   | £2,354,227                   | £2,655,422                   | £2,956,617                   | £3,559,007                    | £4,161,397                    |  |
| £225                       |                          |                              | £788,128                     | £1,098,924                   | £1,402,034                   | £1,703,229                   | £2,004,423                   | £2,305,618                   | £2,606,813                   | £2,908,008                   | £3,510,398                    | £4,111,788                    |  |
| £250                       |                          | Indicative non-viability     | £737,792                     | £1,048,765                   | £1,353,425                   | £1,654,620                   | £1,955,815                   | £2,257,010                   | £2,558,205                   | £2,859,400                   | £3,461,790                    | £4,064,180                    |  |
| £275                       |                          |                              | £683,760                     | £998,607                     | £1,304,816                   | £1,606,011                   | £1,907,206                   | £2,208,401                   | £2,509,596                   | £2,810,791                   | £3,413,181                    | £4,014,571                    |  |
| £300                       |                          |                              | £629,728                     | £948,449                     | £1,256,208                   | £1,557,402                   | £1,858,597                   | £2,159,792                   | £2,460,987                   | £2,762,182                   | £3,364,572                    | £3,966,962                    |  |
|                            |                          | Residual Land Value (£/Ha)   |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |  |
| £0                         |                          | Indicative non-viability     | £579,537                     | £1,178,213                   | £1,465,065                   | £1,751,917                   | £2,038,769                   | £2,325,621                   | £2,612,474                   | £2,899,326                   | £3,473,030                    | £4,046,735                    |  |
| £25                        | £528,078                 |                              | £1,131,918                   | £1,418,771                   | £1,705,623                   | £1,992,475                   | £2,279,327                   | £2,566,179                   | £2,853,032                   | £3,426,736                   | £4,000,440                    |                               |  |
| £50                        | £476,619                 |                              | £1,084,986                   | £1,372,477                   | £1,659,329                   | £1,946,181                   | £2,233,033                   | £2,519,885                   | £2,806,738                   | £3,380,442                   | £3,954,146                    |                               |  |
| £75                        | £425,160                 |                              | £1,037,216                   | £1,326,183                   | £1,613,035                   | £1,899,887                   | £2,186,739                   | £2,473,591                   | £2,760,444                   | £3,334,148                   | £3,907,852                    |                               |  |
| £100                       | £373,701                 |                              | £989,447                     | £1,279,888                   | £1,566,741                   | £1,853,593                   | £2,140,445                   | £2,427,297                   | £2,714,149                   | £3,287,854                   | £3,861,558                    |                               |  |
| £125                       | £322,242                 |                              | £941,677                     | £1,233,594                   | £1,520,447                   | £1,807,299                   | £2,094,151                   | £2,381,003                   | £2,667,855                   | £3,241,560                   | £3,815,264                    |                               |  |
| £150                       | £270,783                 |                              | £893,907                     | £1,187,300                   | £1,474,153                   | £1,761,005                   | £2,047,857                   | £2,334,709                   | £2,621,561                   | £3,195,266                   | £3,768,970                    |                               |  |
| £175                       | Indicative non-viability |                              | £846,137                     | £1,141,006                   | £1,427,858                   | £1,714,711                   | £2,001,563                   | £2,288,415                   | £2,575,267                   | £2,862,119                   | £3,435,823                    | £4,009,527                    |  |
| £200                       |                          |                              | £798,368                     | £1,094,364                   | £1,381,564                   | £1,668,417                   | £1,955,269                   | £2,242,121                   | £2,528,973                   | £2,815,825                   | £3,389,529                    | £3,963,233                    |  |
| £225                       |                          |                              | £750,598                     | £1,046,594                   | £1,335,270                   | £1,622,123                   | £1,908,975                   | £2,195,827                   | £2,482,679                   | £2,769,531                   | £3,343,235                    | £3,916,939                    |  |
| £250                       | Indicative non-viability |                              | £702,659                     | £998,824                     | £1,288,976                   | £1,575,828                   | £1,862,681                   | £2,149,533                   | £2,436,385                   | £2,723,237                   | £3,296,941                    | £3,870,645                    |  |
| £275                       |                          |                              | £651,200                     | £951,054                     | £1,242,682                   | £1,529,534                   | £1,816,387                   | £2,103,239                   | £2,390,091                   | £2,676,943                   | £3,250,647                    | £3,824,351                    |  |
| £300                       |                          |                              | £599,741                     | £903,285                     | £1,196,388                   | £1,483,240                   | £1,770,093                   | £2,056,945                   | £2,343,797                   | £2,630,649                   | £3,204,353                    | £3,778,057                    |  |

| 30% AH<br>30 Mixed         |                          | Residual Land Value (£)  |                       |                       |                       |                       |                       |                       |                       |                       |                       |            |
|----------------------------|--------------------------|--------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|------------|
| CIL Rates £/m <sup>2</sup> | VL1                      | VL2                      | VL3                   | VL4                   | VL5                   | VL6                   | VL7                   | VL8                   | VL9                   | VL10                  | VL11                  |            |
|                            | £3,000/m <sup>2</sup>    | £3,500/m <sup>2</sup>    | £4,000/m <sup>2</sup> | £4,250/m <sup>2</sup> | £4,500/m <sup>2</sup> | £4,750/m <sup>2</sup> | £5,000/m <sup>2</sup> | £5,250/m <sup>2</sup> | £5,500/m <sup>2</sup> | £6,000/m <sup>2</sup> | £6,500/m <sup>2</sup> |            |
| £0                         | Indicative non-viability | Indicative non-viability | £398,699              | £1,006,125            | £1,293,372            | £1,575,837            | £1,858,302            | £2,140,766            | £2,423,231            | £2,705,696            | £3,270,625            | £3,835,555 |
| £25                        |                          |                          | £344,812              | £956,101              | £1,244,894            | £1,527,358            | £1,809,823            | £2,092,288            | £2,374,752            | £2,657,217            | £3,222,147            | £3,787,076 |
| £50                        |                          |                          | £290,925              | £906,077              | £1,196,415            | £1,478,880            | £1,761,344            | £2,043,809            | £2,326,274            | £2,608,739            | £3,173,668            | £3,738,597 |
| £75                        |                          |                          | £856,053              | £1,147,522            | £1,430,401            | £1,712,866            | £1,995,330            | £2,277,795            | £2,560,260            | £2,842,725            | £3,417,654            | £3,992,583 |
| £100                       |                          |                          | £806,029              | £1,097,498            | £1,381,922            | £1,664,387            | £1,946,852            | £2,229,317            | £2,511,781            | £2,794,246            | £3,369,175            | £3,944,104 |
| £125                       |                          |                          | £756,005              | £1,047,474            | £1,333,444            | £1,615,908            | £1,898,373            | £2,180,838            | £2,463,303            | £2,745,768            | £3,322,257            | £3,897,186 |
| £150                       |                          |                          | £703,333              | £997,450              | £1,284,965            | £1,567,430            | £1,849,895            | £2,132,359            | £2,414,824            | £2,697,289            | £3,272,218            | £3,847,147 |
| £175                       |                          |                          | £649,446              | £947,426              | £1,236,486            | £1,518,951            | £1,801,416            | £2,083,881            | £2,366,345            | £2,648,810            | £3,223,749            | £3,798,678 |
| £200                       |                          |                          | £595,559              | £897,402              | £1,188,008            | £1,470,473            | £1,752,937            | £2,035,402            | £2,317,867            | £2,600,332            | £3,175,261            | £3,750,190 |
| £225                       |                          |                          | £541,671              | £847,378              | £1,138,847            | £1,421,994            | £1,704,459            | £1,986,923            | £2,269,388            | £2,551,853            | £3,126,382            | £3,701,311 |
| £250                       |                          |                          | £487,784              | £797,354              | £1,088,823            | £1,373,515            | £1,655,980            | £1,938,445            | £2,220,909            | £2,503,374            | £3,053,303            | £3,628,232 |
| £275                       |                          |                          | £433,896              | £747,330              | £1,038,799            | £1,325,037            | £1,607,501            | £1,889,966            | £2,172,431            | £2,454,896            | £3,004,262            | £3,579,191 |
| £300                       |                          |                          | £380,009              | £693,988              | £988,775              | £1,276,558            | £1,559,023            | £1,841,487            | £2,123,952            | £2,406,417            | £2,957,346            | £3,532,275 |
| Residual Land Value (£/Ha) |                          |                          |                       |                       |                       |                       |                       |                       |                       |                       |                       |            |
| £0                         | Indicative non-viability | Indicative non-viability | £379,714              | £958,215              | £1,231,783            | £1,500,797            | £1,769,811            | £2,038,825            | £2,307,839            | £2,576,853            | £3,114,881            | £3,652,909 |
| £25                        |                          |                          | £328,392              | £910,573              | £1,185,613            | £1,454,627            | £1,723,641            | £1,992,655            | £2,261,669            | £2,530,683            | £3,068,711            | £3,606,739 |
| £50                        |                          |                          | £277,071              | £862,931              | £1,139,443            | £1,408,457            | £1,677,471            | £1,946,485            | £2,215,499            | £2,484,513            | £3,022,541            | £3,560,569 |
| £75                        |                          |                          | £815,289              | £1,092,878            | £1,362,287            | £1,631,301            | £1,900,315            | £2,169,329            | £2,438,343            | £2,707,357            | £3,245,385            | £3,783,414 |
| £100                       |                          |                          | £767,647              | £1,045,236            | £1,316,117            | £1,585,131            | £1,854,145            | £2,123,159            | £2,392,173            | £2,661,187            | £3,200,215            | £3,738,244 |
| £125                       |                          |                          | £720,005              | £997,595              | £1,269,946            | £1,538,960            | £1,807,974            | £2,076,988            | £2,346,002            | £2,615,016            | £3,153,044            | £3,691,073 |
| £150                       |                          |                          | £669,841              | £949,953              | £1,223,776            | £1,492,790            | £1,761,804            | £2,030,818            | £2,299,832            | £2,568,846            | £3,108,074            | £3,646,103 |
| £175                       |                          |                          | £618,520              | £902,311              | £1,177,606            | £1,446,620            | £1,715,634            | £1,984,648            | £2,253,662            | £2,522,676            | £3,079,102            | £3,614,131 |
| £200                       |                          |                          | £567,199              | £854,669              | £1,131,436            | £1,400,450            | £1,669,464            | £1,938,478            | £2,207,492            | £2,476,506            | £3,032,130            | £3,567,159 |
| £225                       |                          |                          | £515,877              | £807,027              | £1,084,616            | £1,354,280            | £1,623,294            | £1,892,308            | £2,161,322            | £2,430,336            | £2,985,164            | £3,520,193 |
| £250                       |                          |                          | £464,556              | £759,385              | £1,036,974            | £1,308,110            | £1,577,124            | £1,846,138            | £2,115,152            | £2,384,166            | £2,938,194            | £3,482,222 |
| £275                       |                          |                          | £413,235              | £711,743              | £989,332              | £1,261,940            | £1,530,954            | £1,799,968            | £2,068,982            | £2,337,996            | £2,892,224            | £3,444,251 |
| £300                       |                          |                          | £361,913              | £660,941              | £941,691              | £1,215,769            | £1,484,783            | £1,753,797            | £2,022,811            | £2,291,825            | £2,846,253            | £3,406,280 |

| 35% AH<br>30 Mixed         |                          | Residual Land Value (£)  |                          |                       |                       |                       |                       |                       |                       |                       |                       |  |
|----------------------------|--------------------------|--------------------------|--------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|--|
| CIL Rates £/m <sup>2</sup> | VL1                      | VL2                      | VL3                      | VL4                   | VL5                   | VL6                   | VL7                   | VL8                   | VL9                   | VL10                  | VL11                  |  |
|                            | £3,000/m <sup>2</sup>    | £3,500/m <sup>2</sup>    | £4,000/m <sup>2</sup>    | £4,250/m <sup>2</sup> | £4,500/m <sup>2</sup> | £4,750/m <sup>2</sup> | £5,000/m <sup>2</sup> | £5,250/m <sup>2</sup> | £5,500/m <sup>2</sup> | £6,000/m <sup>2</sup> | £6,500/m <sup>2</sup> |  |
| £0                         | Indicative non-viability | Indicative non-viability | £767,458                 | £1,032,809            | £1,293,920            | £1,551,073            | £1,808,227            | £2,065,380            | £2,322,534            | £2,836,840            | £3,351,147            |  |
| £25                        |                          |                          | £716,042                 | £983,130              | £1,245,776            | £1,502,929            | £1,760,083            | £2,017,236            | £2,274,390            | £2,788,696            | £3,303,003            |  |
| £50                        |                          |                          | £662,527                 | £933,451              | £1,197,632            | £1,454,785            | £1,711,939            | £1,969,092            | £2,226,246            | £2,740,552            | £3,254,859            |  |
| £75                        |                          |                          | £609,012                 | £883,773              | £1,149,123            | £1,406,641            | £1,663,795            | £1,920,948            | £2,178,101            | £2,692,408            | £3,206,715            |  |
| £100                       |                          |                          | £555,496                 | £834,094              | £1,099,445            | £1,358,497            | £1,615,651            | £1,872,804            | £2,129,957            | £2,644,264            | £3,158,571            |  |
| £125                       |                          |                          | £501,981                 | £784,415              | £1,049,766            | £1,310,353            | £1,567,507            | £1,824,660            | £2,081,813            | £2,596,120            | £3,110,427            |  |
| £150                       |                          |                          | £448,465                 | £734,309              | £1,000,087            | £1,262,209            | £1,519,363            | £1,776,516            | £2,033,669            | £2,547,976            | £3,062,283            |  |
| £175                       |                          |                          | £394,950                 | £680,794              | £950,408              | £1,214,065            | £1,471,218            | £1,728,372            | £1,985,525            | £2,499,832            | £3,014,139            |  |
| £200                       |                          |                          | £341,434                 | £627,278              | £900,730              | £1,165,921            | £1,423,074            | £1,680,228            | £1,937,381            | £2,451,688            | £2,965,995            |  |
| £225                       |                          |                          | £287,919                 | £573,763              | £851,051              | £1,116,402            | £1,374,930            | £1,632,084            | £1,889,237            | £2,403,544            | £2,917,851            |  |
| £250                       |                          |                          | Indicative non-viability | £520,247              | £801,372              | £1,066,723            | £1,326,786            | £1,583,940            | £1,841,093            | £2,355,400            | £2,869,707            |  |
| £275                       |                          |                          |                          | £466,732              | £751,693              | £1,017,044            | £1,278,642            | £1,535,796            | £1,792,949            | £2,307,256            | £2,821,563            |  |
| £300                       |                          |                          | £413,216                 | £699,060              | £967,365              | £1,230,498            | £1,487,652            | £1,744,805            | £2,259,112            | £2,773,419            |                       |  |
| Residual Land Value (£/Ha) |                          |                          |                          |                       |                       |                       |                       |                       |                       |                       |                       |  |
| £0                         | Indicative non-viability | Indicative non-viability | £730,913                 | £983,627              | £1,232,305            | £1,477,213            | £1,722,121            | £1,967,029            | £2,211,937            | £2,701,753            | £3,191,569            |  |
| £25                        |                          |                          | £681,945                 | £936,314              | £1,186,453            | £1,431,361            | £1,676,269            | £1,921,177            | £2,166,085            | £2,655,901            | £3,145,717            |  |
| £50                        |                          |                          | £630,978                 | £889,001              | £1,140,602            | £1,385,510            | £1,630,418            | £1,875,326            | £2,120,234            | £2,610,050            | £3,099,866            |  |
| £75                        |                          |                          | £580,011                 | £841,688              | £1,094,403            | £1,339,658            | £1,584,566            | £1,829,474            | £2,074,382            | £2,564,198            | £3,054,014            |  |
| £100                       |                          |                          | £529,044                 | £794,375              | £1,047,090            | £1,293,807            | £1,538,715            | £1,783,623            | £2,028,531            | £2,518,347            | £3,008,163            |  |
| £125                       |                          |                          | £478,077                 | £747,062              | £999,777              | £1,247,955            | £1,492,863            | £1,737,771            | £1,982,679            | £2,472,495            | £2,962,311            |  |
| £150                       |                          |                          | £427,110                 | £699,342              | £952,464              | £1,202,104            | £1,447,012            | £1,691,920            | £1,936,828            | £2,426,644            | £2,916,460            |  |
| £175                       |                          |                          | £376,143                 | £648,375              | £905,151              | £1,156,252            | £1,401,160            | £1,646,068            | £1,890,976            | £2,380,792            | £2,870,608            |  |
| £200                       |                          |                          | £325,175                 | £597,408              | £857,838              | £1,110,401            | £1,355,309            | £1,600,217            | £1,845,125            | £2,334,941            | £2,824,757            |  |
| £225                       |                          |                          | £274,208                 | £546,441              | £810,525              | £1,063,240            | £1,309,457            | £1,554,365            | £1,799,273            | £2,289,089            | £2,778,905            |  |
| £250                       |                          |                          | Indicative non-viability | £495,474              | £763,212              | £1,015,926            | £1,263,606            | £1,508,514            | £1,753,422            | £2,243,238            | £2,733,054            |  |
| £275                       |                          |                          |                          | £444,506              | £715,898              | £968,613              | £1,217,755            | £1,462,663            | £1,707,571            | £2,197,387            | £2,687,203            |  |
| £300                       |                          |                          | £393,539                 | £665,772              | £921,300              | £1,171,903            | £1,416,811            | £1,661,719            | £2,151,535            | £2,641,351            |                       |  |



**Table 1i: Residual Land Value Results by Value Level & CIL Rates  
- 30 Unit Scheme - Flats Sheltered**

| Development Scenario | 30 Flats Sheltered |
|----------------------|--------------------|
| Typical Site Type    | PDL                |
| Net Site Area (ha)   | 0.24               |
| Gross Site Area (ha) | 0.43               |
| Site Density (dph)   | 125                |

**0% AH  
30 Flats Sheltered**

| CIL Rates £/m <sup>2</sup> | Residual Land Value (£)    |                       |                       |
|----------------------------|----------------------------|-----------------------|-----------------------|
|                            | VL9                        | VL10                  | VL11                  |
|                            | £5,500/m <sup>2</sup>      | £6,000/m <sup>2</sup> | £6,500/m <sup>2</sup> |
| £0                         | £2,914,124                 | £3,551,284            | £4,188,444            |
| £25                        | £2,865,355                 | £3,502,515            | £4,139,675            |
| £50                        | £2,816,586                 | £3,453,746            | £4,090,906            |
| £75                        | £2,767,817                 | £3,404,977            | £4,042,137            |
| £100                       | £2,719,049                 | £3,356,209            | £3,993,368            |
| £125                       | £2,670,280                 | £3,307,440            | £3,944,600            |
| £150                       | £2,621,511                 | £3,258,670            | £3,895,831            |
| £175                       | £2,572,742                 | £3,209,902            | £3,847,062            |
| £200                       | £2,523,973                 | £3,161,133            | £3,798,293            |
| £225                       | £2,475,204                 | £3,112,364            | £3,749,524            |
| £250                       | £2,426,435                 | £3,063,595            | £3,700,752            |
| £275                       | £2,377,667                 | £3,014,826            | £3,651,986            |
| £300                       | £2,328,898                 | £2,966,057            | £3,603,217            |
|                            | Residual Land Value (£/Ha) |                       |                       |
| £0                         | £6,777,033                 | £8,258,800            | £9,740,567            |
| £25                        | £6,663,617                 | £8,145,384            | £9,627,151            |
| £50                        | £6,550,201                 | £8,031,968            | £9,513,735            |
| £75                        | £6,436,785                 | £7,918,552            | £9,400,319            |
| £100                       | £6,323,369                 | £7,805,136            | £9,286,903            |
| £125                       | £6,209,953                 | £7,691,720            | £9,173,487            |
| £150                       | £6,096,537                 | £7,578,304            | £9,060,071            |
| £175                       | £5,983,121                 | £7,464,888            | £8,946,655            |
| £200                       | £5,869,705                 | £7,351,472            | £8,833,239            |
| £225                       | £5,756,289                 | £7,238,056            | £8,719,823            |
| £250                       | £5,642,873                 | £7,124,640            | £8,606,407            |
| £275                       | £5,529,457                 | £7,011,224            | £8,492,991            |
| £300                       | £5,416,041                 | £6,897,808            | £8,379,575            |

**20% AH  
30 Flats Sheltered**

| CIL Rates £/m <sup>2</sup> | Residual Land Value (£)    |                       |                       |
|----------------------------|----------------------------|-----------------------|-----------------------|
|                            | VL9                        | VL10                  | VL11                  |
|                            | £5,500/m <sup>2</sup>      | £6,000/m <sup>2</sup> | £6,500/m <sup>2</sup> |
| £0                         | £2,282,785                 | £2,837,706            | £3,392,627            |
| £25                        | £2,242,908                 | £2,797,828            | £3,352,750            |
| £50                        | £2,203,030                 | £2,757,950            | £3,312,872            |
| £75                        | £2,163,152                 | £2,718,073            | £3,272,994            |
| £100                       | £2,123,274                 | £2,678,195            | £3,233,116            |
| £125                       | £2,083,396                 | £2,638,317            | £3,193,238            |
| £150                       | £2,043,518                 | £2,598,439            | £3,153,360            |
| £175                       | £2,003,641                 | £2,558,561            | £3,113,482            |
| £200                       | £1,963,763                 | £2,518,683            | £3,073,604            |
| £225                       | £1,923,885                 | £2,478,805            | £3,033,726            |
| £250                       | £1,884,007                 | £2,438,928            | £2,993,849            |
| £275                       | £1,844,129                 | £2,399,050            | £2,953,971            |
| £300                       | £1,804,251                 | £2,359,172            | £2,914,093            |
|                            | Residual Land Value (£/Ha) |                       |                       |
| £0                         | £5,308,803                 | £6,599,317            | £7,889,830            |
| £25                        | £5,216,064                 | £6,506,578            | £7,797,092            |
| £50                        | £5,123,325                 | £6,413,838            | £7,704,353            |
| £75                        | £5,030,586                 | £6,321,100            | £7,611,613            |
| £100                       | £4,937,846                 | £6,228,360            | £7,518,874            |
| £125                       | £4,845,108                 | £6,135,621            | £7,426,134            |
| £150                       | £4,752,368                 | £6,042,882            | £7,333,396            |
| £175                       | £4,659,629                 | £5,950,143            | £7,240,656            |
| £200                       | £4,566,890                 | £5,857,403            | £7,147,917            |
| £225                       | £4,474,150                 | £5,764,664            | £7,055,178            |
| £250                       | £4,381,411                 | £5,671,925            | £6,962,439            |
| £275                       | £4,288,672                 | £5,579,186            | £6,869,700            |
| £300                       | £4,195,933                 | £5,486,446            | £6,776,960            |

**30% AH  
30 Flats Sheltered**

| CIL Rates £/m <sup>2</sup> | Residual Land Value (£)      |                               |                               |
|----------------------------|------------------------------|-------------------------------|-------------------------------|
|                            | VL9<br>£5,500/m <sup>2</sup> | VL10<br>£6,000/m <sup>2</sup> | VL11<br>£6,500/m <sup>2</sup> |
| £0                         | £1,941,633                   | £2,455,940                    | £2,970,247                    |
| £25                        | £1,906,739                   | £2,421,047                    | £2,935,354                    |
| £50                        | £1,871,846                   | £2,386,154                    | £2,900,461                    |
| £75                        | £1,836,953                   | £2,351,260                    | £2,865,568                    |
| £100                       | £1,802,060                   | £2,316,367                    | £2,830,675                    |
| £125                       | £1,767,167                   | £2,281,474                    | £2,795,781                    |
| £150                       | £1,732,274                   | £2,246,581                    | £2,760,888                    |
| £175                       | £1,697,380                   | £2,211,688                    | £2,725,995                    |
| £200                       | £1,662,487                   | £2,176,795                    | £2,691,102                    |
| £225                       | £1,627,594                   | £2,141,901                    | £2,656,209                    |
| £250                       | £1,592,701                   | £2,107,008                    | £2,621,316                    |
| £275                       | £1,557,808                   | £2,072,115                    | £2,586,422                    |
| £300                       | £1,522,915                   | £2,037,222                    | £2,551,529                    |
|                            | Residual Land Value (£/Ha)   |                               |                               |
| £0                         | £4,515,424                   | £5,711,488                    | £6,907,552                    |
| £25                        | £4,434,278                   | £5,630,341                    | £6,826,405                    |
| £50                        | £4,353,131                   | £5,549,194                    | £6,745,258                    |
| £75                        | £4,271,984                   | £5,468,047                    | £6,664,111                    |
| £100                       | £4,190,837                   | £5,386,901                    | £6,582,964                    |
| £125                       | £4,109,690                   | £5,305,754                    | £6,501,817                    |
| £150                       | £4,028,543                   | £5,224,607                    | £6,420,670                    |
| £175                       | £3,947,396                   | £5,143,460                    | £6,339,523                    |
| £200                       | £3,866,249                   | £5,062,313                    | £6,258,377                    |
| £225                       | £3,785,102                   | £4,981,166                    | £6,177,230                    |
| £250                       | £3,703,956                   | £4,900,019                    | £6,096,083                    |
| £275                       | £3,622,809                   | £4,818,872                    | £6,014,936                    |
| £300                       | £3,541,662                   | £4,737,725                    | £5,933,789                    |

**35% AH  
30 Flats Sheltered**

| CIL Rates £/m <sup>2</sup> | Residual Land Value (£)      |                               |                               |
|----------------------------|------------------------------|-------------------------------|-------------------------------|
|                            | VL9<br>£5,500/m <sup>2</sup> | VL10<br>£6,000/m <sup>2</sup> | VL11<br>£6,500/m <sup>2</sup> |
| £0                         | £1,644,006                   | £2,117,202                    | £2,590,396                    |
| £25                        | £1,612,256                   | £2,085,453                    | £2,558,649                    |
| £50                        | £1,580,506                   | £2,053,703                    | £2,526,899                    |
| £75                        | £1,548,757                   | £2,021,953                    | £2,495,150                    |
| £100                       | £1,517,007                   | £1,990,203                    | £2,463,400                    |
| £125                       | £1,485,257                   | £1,958,454                    | £2,431,650                    |
| £150                       | £1,453,507                   | £1,926,704                    | £2,399,900                    |
| £175                       | £1,421,758                   | £1,894,954                    | £2,368,151                    |
| £200                       | £1,390,008                   | £1,863,204                    | £2,336,401                    |
| £225                       | £1,358,258                   | £1,831,455                    | £2,304,651                    |
| £250                       | £1,326,508                   | £1,799,705                    | £2,272,901                    |
| £275                       | £1,294,759                   | £1,767,955                    | £2,241,152                    |
| £300                       | £1,263,009                   | £1,736,205                    | £2,209,402                    |
|                            | Residual Land Value (£/Ha)   |                               |                               |
| £0                         | £3,823,269                   | £4,923,726                    | £6,024,178                    |
| £25                        | £3,749,433                   | £4,849,890                    | £5,950,347                    |
| £50                        | £3,675,596                   | £4,776,053                    | £5,876,510                    |
| £75                        | £3,601,759                   | £4,702,216                    | £5,802,673                    |
| £100                       | £3,527,923                   | £4,628,380                    | £5,728,837                    |
| £125                       | £3,454,086                   | £4,554,543                    | £5,655,000                    |
| £150                       | £3,380,250                   | £4,480,707                    | £5,581,164                    |
| £175                       | £3,306,413                   | £4,406,870                    | £5,507,327                    |
| £200                       | £3,232,576                   | £4,333,033                    | £5,433,490                    |
| £225                       | £3,158,740                   | £4,259,197                    | £5,359,654                    |
| £250                       | £3,084,903                   | £4,185,360                    | £5,285,817                    |
| £275                       | £3,011,066                   | £4,111,523                    | £5,211,980                    |
| £300                       | £2,937,230                   | £4,037,687                    | £5,138,144                    |

**40% AH  
30 Flats Sheltered**

| CIL Rates £/m <sup>2</sup> | Residual Land Value (£)      |                               |                               |
|----------------------------|------------------------------|-------------------------------|-------------------------------|
|                            | VL9<br>£5,500/m <sup>2</sup> | VL10<br>£6,000/m <sup>2</sup> | VL11<br>£6,500/m <sup>2</sup> |
| £0                         | £1,583,592                   | £2,051,880                    | £2,520,167                    |
| £25                        | £1,553,144                   | £2,021,432                    | £2,489,720                    |
| £50                        | £1,522,696                   | £1,990,982                    | £2,459,273                    |
| £75                        | £1,492,249                   | £1,960,537                    | £2,428,825                    |
| £100                       | £1,461,801                   | £1,930,089                    | £2,398,377                    |
| £125                       | £1,431,353                   | £1,899,641                    | £2,367,930                    |
| £150                       | £1,400,906                   | £1,869,194                    | £2,337,482                    |
| £175                       | £1,370,458                   | £1,838,746                    | £2,307,034                    |
| £200                       | £1,340,010                   | £1,808,298                    | £2,276,587                    |
| £225                       | £1,309,562                   | £1,777,851                    | £2,246,139                    |
| £250                       | £1,279,115                   | £1,747,403                    | £2,215,691                    |
| £275                       | £1,248,667                   | £1,716,955                    | £2,185,244                    |
| £300                       | £1,218,219                   | £1,686,508                    | £2,154,796                    |
|                            | Residual Land Value (£/Ha)   |                               |                               |
| £0                         | £3,682,771                   | £4,771,813                    | £5,860,853                    |
| £25                        | £3,611,962                   | £4,701,005                    | £5,790,047                    |
| £50                        | £3,541,154                   | £4,630,192                    | £5,719,239                    |
| £75                        | £3,470,345                   | £4,559,388                    | £5,648,430                    |
| £100                       | £3,399,537                   | £4,488,579                    | £5,577,622                    |
| £125                       | £3,328,728                   | £4,417,771                    | £5,506,813                    |
| £150                       | £3,257,920                   | £4,346,962                    | £5,436,005                    |
| £175                       | £3,187,111                   | £4,276,154                    | £5,365,196                    |
| £200                       | £3,116,303                   | £4,205,345                    | £5,294,388                    |
| £225                       | £3,045,494                   | £4,134,537                    | £5,223,579                    |
| £250                       | £2,974,686                   | £4,063,728                    | £5,152,771                    |
| £275                       | £2,903,877                   | £3,992,920                    | £5,081,962                    |
| £300                       | £2,833,069                   | £3,922,111                    | £5,011,154                    |

**Key:**

|  |   |
|--|---|
|  | RLV beneath Viability Test 1 (RLV <£250,000/ha)       |
|  | Viability Test 1 (RLV £250,000/ha to £500,000/ha)     |
|  | Viability Test 2 (RLV £500,000/ha to £850,000/ha)     |
|  | Viability Test 3 (RLV £850,000/ha to £1,500,000/ha)   |
|  | Viability Test 4 (RLV £1,500,000/ha to £1,800,000/ha) |
|  | Viability Test 5 (RLV £1,800,000/ha to £2,250,000/ha) |
|  | Viability Test 6 (RLV £2,250,000/ha to £3,500,000/ha) |
|  | Viability Test 7 (RLV >£3,500,000/ha)                 |

**BLV Notes:**

| EUV+ £/ha  | Notes   |
|------------|---|
| £250,000   | Greenfield Enhancement (Lower)  |
| £500,000   | Greenfield Enhancement (Upper) (Note range up to £500,000/ha could also be representative of other land types in lower value existing use)                |
| £850,000   | Industrial Land (Lower)   |
| £1,500,000 | Industrial Land (Upper)   |
| £1,800,000 | Commercial OOT land values. Includes a 20% uplift.  |
| £2,250,000 | Commercial CBD land values. Includes a 20% uplift.  |
| £3,500,000 | Residential land values. An allowance has been made for a 50% reduction for planning obligations (AH) and planning risk; 20% uplift to adjusted estimate. |

Source: Dixon Searle Partnership (2019)

Table 1j: Residual Land Value Results by Value Level & CIL Rates - 50 Unit Scheme - Mixed

|                      |          |
|----------------------|----------|
| Development Scenario | 50 Mixed |
| Typical Site Type    | GF       |
| Net Site Area (ha)   | 1.25     |
| Gross Site Area (ha) | 1.75     |
| Site Density (dph)   | 40       |

| 0% AH<br>50 Mixed          |                          | Residual Land Value (£)  |                       |                       |                       |                       |                       |                       |                       |                       |                       |            |  |
|----------------------------|--------------------------|--------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|------------|--|
| CIL Rates £/m <sup>2</sup> | VL1                      | VL2                      | VL3                   | VL4                   | VL5                   | VL6                   | VL7                   | VL8                   | VL9                   | VL10                  | VL11                  |            |  |
|                            | £3,000/m <sup>2</sup>    | £3,500/m <sup>2</sup>    | £4,000/m <sup>2</sup> | £4,250/m <sup>2</sup> | £4,500/m <sup>2</sup> | £4,750/m <sup>2</sup> | £5,000/m <sup>2</sup> | £5,250/m <sup>2</sup> | £5,500/m <sup>2</sup> | £6,000/m <sup>2</sup> | £6,500/m <sup>2</sup> |            |  |
| £0                         | Indicative non-viability | £1,531,676               | £2,671,008            | £3,240,673            | £3,810,339            | £4,380,005            | £4,949,670            | £5,519,336            | £6,089,001            | £7,228,333            | £8,367,664            |            |  |
| £25                        |                          | £1,450,200               | £2,589,531            | £3,159,197            | £3,728,863            | £4,298,528            | £4,868,194            | £5,437,859            | £6,007,525            | £7,146,856            | £8,286,188            |            |  |
| £50                        |                          | £1,368,724               | £2,508,055            | £3,077,720            | £3,647,386            | £4,217,052            | £4,786,717            | £5,356,383            | £5,926,049            | £7,065,380            | £8,204,711            |            |  |
| £75                        |                          | £1,287,247               | £2,426,578            | £2,996,244            | £3,565,910            | £4,135,575            | £4,705,241            | £5,274,907            | £5,844,572            | £6,983,904            | £8,123,235            |            |  |
| £100                       |                          | £1,205,771               | £2,345,102            | £2,914,768            | £3,484,433            | £4,054,099            | £4,623,765            | £5,193,430            | £5,763,096            | £6,902,427            | £8,041,758            |            |  |
| £125                       |                          | £1,123,127               | £2,263,626            | £2,833,291            | £3,402,957            | £3,972,623            | £4,542,288            | £5,111,954            | £5,681,619            | £6,820,951            | £7,960,282            |            |  |
| £150                       |                          | £1,039,053               | £2,182,149            | £2,751,815            | £3,321,480            | £3,891,146            | £4,460,812            | £5,030,477            | £5,600,143            | £6,739,474            | £7,878,806            |            |  |
| £175                       |                          | £954,979                 | £2,100,673            | £2,670,338            | £3,240,004            | £3,809,670            | £4,379,335            | £4,949,001            | £5,518,667            | £6,657,998            | £7,797,329            |            |  |
| £200                       |                          | £870,906                 | £2,019,196            | £2,588,862            | £3,158,528            | £3,728,193            | £4,297,859            | £4,867,525            | £5,437,190            | £6,576,521            | £7,715,853            |            |  |
| £225                       |                          | £786,832                 | £1,937,720            | £2,507,386            | £3,077,051            | £3,646,717            | £4,216,383            | £4,786,048            | £5,355,714            | £6,495,045            | £7,634,376            |            |  |
| £250                       |                          | £699,862                 | £1,856,244            | £2,425,909            | £2,995,575            | £3,565,241            | £4,134,906            | £4,704,572            | £5,274,237            | £6,413,569            | £7,552,900            |            |  |
| £275                       |                          | £609,295                 | £1,774,767            | £2,344,433            | £2,914,098            | £3,483,764            | £4,053,430            | £4,623,095            | £5,192,761            | £6,332,092            | £7,471,424            |            |  |
| £300                       |                          | £518,728                 | £1,693,291            | £2,262,956            | £2,832,622            | £3,402,288            | £3,971,953            | £4,541,619            | £5,111,285            | £6,250,616            | £7,389,947            |            |  |
| Residual Land Value (£/Ha) |                          |                          |                       |                       |                       |                       |                       |                       |                       |                       |                       |            |  |
| £0                         |                          | Indicative non-viability | £875,244              | £1,526,290            | £1,851,813            | £2,177,337            | £2,502,860            | £2,828,383            | £3,153,906            | £3,479,429            | £4,130,476            | £4,781,522 |  |
| £25                        |                          |                          | £828,686              | £1,479,732            | £1,805,255            | £2,130,779            | £2,456,302            | £2,781,825            | £3,107,348            | £3,432,871            | £4,083,918            | £4,734,964 |  |
| £50                        | £782,128                 |                          | £1,433,174            | £1,758,697            | £2,084,221            | £2,409,744            | £2,735,267            | £3,060,790            | £3,386,314            | £4,037,360            | £4,688,406            |            |  |
| £75                        | £735,570                 |                          | £1,386,616            | £1,712,139            | £2,037,663            | £2,363,186            | £2,688,709            | £3,014,232            | £3,339,756            | £3,990,802            | £4,641,848            |            |  |
| £100                       | £689,012                 |                          | £1,340,058            | £1,665,582            | £1,991,105            | £2,316,628            | £2,642,151            | £2,967,674            | £3,293,198            | £3,944,244            | £4,595,291            |            |  |
| £125                       | £641,787                 |                          | £1,293,500            | £1,619,024            | £1,944,547            | £2,270,070            | £2,595,593            | £2,921,116            | £3,246,640            | £3,897,686            | £4,548,733            |            |  |
| £150                       | £593,745                 |                          | £1,246,942            | £1,572,466            | £1,897,989            | £2,223,512            | £2,549,035            | £2,874,559            | £3,200,082            | £3,851,128            | £4,502,175            |            |  |
| £175                       | £545,703                 |                          | £1,200,384            | £1,525,908            | £1,851,431            | £2,176,954            | £2,502,477            | £2,828,001            | £3,153,524            | £3,804,570            | £4,455,617            |            |  |
| £200                       | £497,660                 |                          | £1,153,827            | £1,479,350            | £1,804,873            | £2,130,396            | £2,455,919            | £2,781,443            | £3,106,966            | £3,758,012            | £4,409,059            |            |  |
| £225                       | £449,618                 |                          | £1,107,269            | £1,432,792            | £1,758,315            | £2,083,838            | £2,409,361            | £2,734,885            | £3,060,408            | £3,711,454            | £4,362,501            |            |  |
| £250                       | £399,921                 |                          | £1,060,711            | £1,386,234            | £1,711,757            | £2,037,280            | £2,362,804            | £2,688,327            | £3,013,850            | £3,664,896            | £4,315,943            |            |  |
| £275                       | £348,168                 |                          | £1,014,153            | £1,339,676            | £1,665,199            | £1,990,722            | £2,316,246            | £2,641,769            | £2,967,292            | £3,618,338            | £4,269,385            |            |  |
| £300                       | £296,416                 |                          | £967,595              | £1,293,118            | £1,618,641            | £1,944,164            | £2,269,688            | £2,595,211            | £2,920,734            | £3,571,780            | £4,222,827            |            |  |

| 20% AH<br>50 Mixed         |                          | Residual Land Value (£)  |                          |                          |                       |                       |                       |                       |                       |                       |                       |            |            |            |  |
|----------------------------|--------------------------|--------------------------|--------------------------|--------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|------------|------------|------------|--|
| CIL Rates £/m <sup>2</sup> | VL1                      | VL2                      | VL3                      | VL4                      | VL5                   | VL6                   | VL7                   | VL8                   | VL9                   | VL10                  | VL11                  |            |            |            |  |
|                            | £3,000/m <sup>2</sup>    | £3,500/m <sup>2</sup>    | £4,000/m <sup>2</sup>    | £4,250/m <sup>2</sup>    | £4,500/m <sup>2</sup> | £4,750/m <sup>2</sup> | £5,000/m <sup>2</sup> | £5,250/m <sup>2</sup> | £5,500/m <sup>2</sup> | £6,000/m <sup>2</sup> | £6,500/m <sup>2</sup> |            |            |            |  |
| £0                         | Indicative non-viability | £875,846                 | £1,871,469               | £2,364,878               | £2,858,286            | £3,351,695            | £3,845,103            | £4,338,512            | £4,831,920            | £5,818,737            | £6,805,554            |            |            |            |  |
| £25                        |                          | £792,252                 | £1,790,458               | £2,283,866               | £2,777,275            | £3,270,683            | £3,764,092            | £4,257,500            | £4,750,909            | £5,737,726            | £6,724,543            |            |            |            |  |
| £50                        |                          | £706,216                 | £1,709,446               | £2,202,855               | £2,696,263            | £3,189,672            | £3,683,080            | £4,176,489            | £4,669,897            | £5,656,714            | £6,643,531            |            |            |            |  |
| £75                        |                          | £616,166                 | £1,628,434               | £2,121,843               | £2,615,251            | £3,108,660            | £3,602,068            | £4,095,477            | £4,588,885            | £5,575,702            | £6,562,519            |            |            |            |  |
| £100                       |                          | £526,116                 | £1,547,423               | £2,040,831               | £2,534,240            | £3,027,648            | £3,521,057            | £4,014,465            | £4,507,874            | £5,494,691            | £6,481,508            |            |            |            |  |
| £125                       |                          | Indicative non-viability | Indicative non-viability | £1,466,411               | £1,959,820            | £2,453,228            | £2,946,636            | £3,440,045            | £3,933,453            | £4,426,862            | £5,413,679            | £6,400,496 |            |            |  |
| £150                       |                          |                          |                          | £1,385,399               | £1,878,808            | £2,372,216            | £2,865,625            | £3,359,033            | £3,852,442            | £4,345,850            | £5,332,667            | £6,319,484 |            |            |  |
| £175                       |                          |                          |                          | £1,304,388               | £1,797,796            | £2,291,205            | £2,784,613            | £3,278,022            | £3,771,430            | £4,264,839            | £5,251,656            | £6,238,473 |            |            |  |
| £200                       |                          |                          |                          | £1,223,376               | £1,716,784            | £2,210,193            | £2,703,601            | £3,197,010            | £3,690,418            | £4,183,827            | £5,170,644            | £6,157,461 |            |            |  |
| £225                       |                          |                          |                          | £1,141,773               | £1,635,773            | £2,129,181            | £2,622,590            | £3,115,998            | £3,609,407            | £4,102,815            | £5,089,632            | £6,076,449 |            |            |  |
| £250                       |                          |                          |                          | £1,058,178               | £1,554,761            | £2,048,170            | £2,541,578            | £3,034,987            | £3,528,395            | £4,021,803            | £5,008,620            | £5,995,437 |            |            |  |
| £275                       |                          |                          |                          | £974,584                 | £1,473,749            | £1,967,158            | £2,460,566            | £2,953,975            | £3,447,383            | £3,940,792            | £4,927,609            | £5,914,426 |            |            |  |
| £300                       |                          |                          |                          | £890,990                 | £1,392,738            | £1,886,146            | £2,379,555            | £2,872,963            | £3,366,372            | £3,859,780            | £4,846,597            | £5,833,414 |            |            |  |
| Residual Land Value (£/Ha) |                          |                          |                          |                          |                       |                       |                       |                       |                       |                       |                       |            |            |            |  |
| £0                         |                          |                          |                          | Indicative non-viability | £500,483              | £1,069,411            | £1,351,359            | £1,633,307            | £1,915,254            | £2,197,202            | £2,479,150            | £2,761,097 | £3,324,993 | £3,888,888 |  |
| £25                        |                          | £452,715                 | £1,023,119               |                          | £1,305,066            | £1,587,014            | £1,868,962            | £2,150,910            | £2,432,857            | £2,714,805            | £3,278,700            | £3,842,596 |            |            |  |
| £50                        | £403,552                 | £976,826                 | £1,258,774               |                          | £1,540,722            | £1,822,669            | £2,104,617            | £2,386,565            | £2,668,513            | £3,232,408            | £3,796,303            |            |            |            |  |
| £75                        | £352,095                 | £930,534                 | £1,212,482               |                          | £1,494,429            | £1,776,377            | £2,058,325            | £2,340,272            | £2,622,220            | £3,186,116            | £3,750,011            |            |            |            |  |
| £100                       | £300,638                 | £884,242                 | £1,166,189               |                          | £1,448,137            | £1,730,085            | £2,012,032            | £2,293,980            | £2,575,928            | £3,139,823            | £3,703,719            |            |            |            |  |
| £125                       | Indicative non-viability | Indicative non-viability | £837,949                 |                          | £1,119,897            | £1,401,845            | £1,683,792            | £1,965,740            | £2,247,688            | £2,529,635            | £3,093,531            | £3,657,426 |            |            |  |
| £150                       |                          |                          | £791,657                 |                          | £1,073,604            | £1,355,552            | £1,637,500            | £1,919,448            | £2,201,395            | £2,483,343            | £3,047,238            | £3,611,134 |            |            |  |
| £175                       |                          |                          | £745,364                 |                          | £1,027,312            | £1,309,260            | £1,591,207            | £1,873,155            | £2,155,103            | £2,437,051            | £3,000,946            | £3,564,841 |            |            |  |
| £200                       |                          |                          | £699,072                 |                          | £981,020              | £1,262,967            | £1,544,915            | £1,826,863            | £2,108,811            | £2,390,758            | £2,954,654            | £3,518,549 |            |            |  |
| £225                       |                          |                          | £652,441                 |                          | £934,727              | £1,216,675            | £1,498,623            | £1,780,570            | £2,062,518            | £2,344,466            | £2,908,361            | £3,472,257 |            |            |  |
| £250                       |                          |                          | £604,673                 |                          | £888,435              | £1,170,383            | £1,452,330            | £1,734,278            | £2,016,226            | £2,298,173            | £2,862,069            | £3,425,964 |            |            |  |
| £275                       |                          |                          | £556,905                 |                          | £842,142              | £1,124,090            | £1,406,038            | £1,687,986            | £1,969,933            | £2,251,881            | £2,815,776            | £3,379,672 |            |            |  |
| £300                       |                          |                          | £509,137                 |                          | £795,850              | £1,077,798            | £1,359,745            | £1,641,693            | £1,923,641            | £2,205,589            | £2,769,484            | £3,333,379 |            |            |  |

**30% AH  
50 Mixed**

| CIL Rates £/m <sup>2</sup> | Residual Land Value (£)      |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |            |            |  |
|----------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|-------------------------------|-------------------------------|------------|------------|--|
|                            | VL1<br>£3,000/m <sup>2</sup> | VL2<br>£3,500/m <sup>2</sup> | VL3<br>£4,000/m <sup>2</sup> | VL4<br>£4,250/m <sup>2</sup> | VL5<br>£4,500/m <sup>2</sup> | VL6<br>£4,750/m <sup>2</sup> | VL7<br>£5,000/m <sup>2</sup> | VL8<br>£5,250/m <sup>2</sup> | VL9<br>£5,500/m <sup>2</sup> | VL10<br>£6,000/m <sup>2</sup> | VL11<br>£6,500/m <sup>2</sup> |            |            |  |
| £0                         |                              | £632,309                     | £1,587,139                   | £2,052,639                   | £2,518,138                   | £2,983,638                   | £3,449,137                   | £3,914,637                   | £4,380,136                   | £5,311,135                    | £6,242,134                    |            |            |  |
| £25                        |                              | £542,259                     | £1,506,127                   | £1,971,627                   | £2,437,126                   | £2,902,626                   | £3,368,125                   | £3,833,625                   | £4,299,124                   | £5,230,123                    | £6,161,122                    |            |            |  |
| £50                        |                              | £452,209                     | £1,425,116                   | £1,890,615                   | £2,356,115                   | £2,821,614                   | £3,287,114                   | £3,752,613                   | £4,218,113                   | £5,149,112                    | £6,080,111                    |            |            |  |
| £75                        | Indicative non-viability     | Indicative non-viability     | £1,344,104                   | £1,809,604                   | £2,275,103                   | £2,740,603                   | £3,206,102                   | £3,671,602                   | £4,137,101                   | £5,068,100                    | £5,999,099                    |            |            |  |
| £100                       |                              |                              | £1,263,092                   | £1,728,592                   | £2,194,091                   | £2,659,591                   | £3,125,090                   | £3,590,590                   | £4,056,089                   | £4,987,088                    | £5,918,087                    |            |            |  |
| £125                       |                              |                              | £1,182,081                   | £1,647,580                   | £2,113,080                   | £2,578,579                   | £3,044,079                   | £3,509,578                   | £3,975,078                   | £4,906,077                    | £5,837,076                    |            |            |  |
| £150                       |                              |                              | £1,099,161                   | £1,566,569                   | £2,032,068                   | £2,497,567                   | £2,963,067                   | £3,428,566                   | £3,894,066                   | £4,825,065                    | £5,756,064                    |            |            |  |
| £175                       |                              |                              | £1,015,567                   | £1,485,557                   | £1,951,056                   | £2,416,556                   | £2,882,055                   | £3,347,555                   | £3,813,054                   | £4,744,053                    | £5,675,052                    |            |            |  |
| £200                       |                              |                              | £931,973                     | £1,404,545                   | £1,870,045                   | £2,335,544                   | £2,801,044                   | £3,266,543                   | £3,732,043                   | £4,663,041                    | £5,594,040                    |            |            |  |
| £225                       |                              |                              | £848,379                     | £1,323,533                   | £1,789,033                   | £2,254,532                   | £2,720,032                   | £3,185,531                   | £3,651,031                   | £4,582,030                    | £5,513,029                    |            |            |  |
| £250                       |                              |                              | £764,785                     | £1,242,522                   | £1,708,021                   | £2,173,521                   | £2,639,020                   | £3,104,520                   | £3,570,019                   | £4,501,018                    | £5,432,017                    |            |            |  |
| £275                       |                              |                              | £676,628                     | £1,161,510                   | £1,627,010                   | £2,092,509                   | £2,558,008                   | £3,023,508                   | £3,489,007                   | £4,420,006                    | £5,351,005                    |            |            |  |
| £300                       |                              |                              | £586,578                     | £1,077,935                   | £1,545,935                   | £2,011,497                   | £2,476,997                   | £2,942,496                   | £3,407,996                   | £4,338,995                    | £5,269,994                    |            |            |  |
|                            |                              |                              |                              | Residual Land Value (£/Ha)   |                              |                              |                              |                              |                              |                               |                               |            |            |  |
| £0                         |                              |                              |                              | £361,320                     | £906,937                     | £1,172,936                   | £1,438,936                   | £1,704,936                   | £1,970,935                   | £2,236,935                    | £2,502,935                    | £3,034,934 | £3,566,934 |  |
| £25                        |                              |                              |                              | £309,862                     | £860,644                     | £1,126,644                   | £1,392,644                   | £1,658,643                   | £1,924,643                   | £2,190,643                    | £2,456,643                    | £2,988,642 | £3,520,641 |  |
| £50                        |                              |                              |                              | £258,405                     | £814,352                     | £1,080,352                   | £1,346,351                   | £1,612,351                   | £1,878,351                   | £2,144,350                    | £2,410,350                    | £2,942,350 | £3,474,349 |  |
| £75                        | Indicative non-viability     | Indicative non-viability     | £768,059                     | £1,034,059                   | £1,300,059                   | £1,566,059                   | £1,832,058                   | £2,098,058                   | £2,364,058                   | £2,896,057                    | £3,428,057                    |            |            |  |
| £100                       |                              |                              | £721,767                     | £987,767                     | £1,253,767                   | £1,519,766                   | £1,785,766                   | £2,051,766                   | £2,317,765                   | £2,849,765                    | £3,381,764                    |            |            |  |
| £125                       |                              |                              | £675,475                     | £941,474                     | £1,207,474                   | £1,473,474                   | £1,739,474                   | £2,005,473                   | £2,271,473                   | £2,803,472                    | £3,335,472                    |            |            |  |
| £150                       |                              |                              | £628,092                     | £895,182                     | £1,161,182                   | £1,427,181                   | £1,693,181                   | £1,959,181                   | £2,225,181                   | £2,757,180                    | £3,289,179                    |            |            |  |
| £175                       |                              |                              | £580,324                     | £848,890                     | £1,114,889                   | £1,380,889                   | £1,646,889                   | £1,912,888                   | £2,178,888                   | £2,710,888                    | £3,242,887                    |            |            |  |
| £200                       |                              |                              | £532,556                     | £802,597                     | £1,068,597                   | £1,334,597                   | £1,600,596                   | £1,866,596                   | £2,132,596                   | £2,664,595                    | £3,196,595                    |            |            |  |
| £225                       |                              |                              | £484,788                     | £756,305                     | £1,022,305                   | £1,288,304                   | £1,554,304                   | £1,820,304                   | £2,086,303                   | £2,618,303                    | £3,150,302                    |            |            |  |
| £250                       |                              |                              | £437,020                     | £710,012                     | £976,012                     | £1,242,012                   | £1,508,012                   | £1,774,011                   | £2,040,011                   | £2,572,010                    | £3,104,010                    |            |            |  |
| £275                       |                              |                              | £386,644                     | £663,720                     | £929,720                     | £1,195,719                   | £1,461,719                   | £1,727,719                   | £1,993,719                   | £2,525,718                    | £3,057,717                    |            |            |  |
| £300                       |                              |                              | £335,187                     | £615,963                     | £883,427                     | £1,149,427                   | £1,415,427                   | £1,681,426                   | £1,947,426                   | £2,479,426                    | £3,011,425                    |            |            |  |

**35% AH  
50 Mixed**

| CIL Rates £/m <sup>2</sup> | Residual Land Value (£)      |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |            |            |  |
|----------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|-------------------------------|-------------------------------|------------|------------|--|
|                            | VL1<br>£3,000/m <sup>2</sup> | VL2<br>£3,500/m <sup>2</sup> | VL3<br>£4,000/m <sup>2</sup> | VL4<br>£4,250/m <sup>2</sup> | VL5<br>£4,500/m <sup>2</sup> | VL6<br>£4,750/m <sup>2</sup> | VL7<br>£5,000/m <sup>2</sup> | VL8<br>£5,250/m <sup>2</sup> | VL9<br>£5,500/m <sup>2</sup> | VL10<br>£6,000/m <sup>2</sup> | VL11<br>£6,500/m <sup>2</sup> |            |            |  |
| £0                         |                              |                              | £1,252,395                   | £1,684,584                   | £2,116,773                   | £2,548,962                   | £2,981,152                   | £3,413,341                   | £3,845,530                   | £4,709,909                    | £5,574,287                    |            |            |  |
| £25                        |                              |                              | £1,171,848                   | £1,604,037                   | £2,036,226                   | £2,468,415                   | £2,900,605                   | £3,332,794                   | £3,764,983                   | £4,629,362                    | £5,493,740                    |            |            |  |
| £50                        |                              |                              | £1,089,081                   | £1,523,490                   | £1,955,679                   | £2,387,868                   | £2,820,058                   | £3,252,247                   | £3,684,436                   | £4,548,815                    | £5,413,193                    |            |            |  |
| £75                        | Indicative non-viability     | Indicative non-viability     | £1,005,967                   | £1,442,943                   | £1,875,132                   | £2,307,321                   | £2,739,511                   | £3,171,700                   | £3,603,889                   | £4,468,268                    | £5,332,647                    |            |            |  |
| £100                       |                              |                              | £922,852                     | £1,362,396                   | £1,794,585                   | £2,226,775                   | £2,658,964                   | £3,091,153                   | £3,523,342                   | £4,387,721                    | £5,252,100                    |            |            |  |
| £125                       |                              |                              | £839,737                     | £1,281,849                   | £1,714,038                   | £2,146,228                   | £2,578,417                   | £3,010,606                   | £3,442,795                   | £4,307,174                    | £5,171,553                    |            |            |  |
| £150                       |                              |                              | £756,623                     | £1,201,302                   | £1,633,491                   | £2,065,681                   | £2,497,870                   | £2,930,059                   | £3,362,248                   | £4,226,627                    | £5,091,006                    |            |            |  |
| £175                       |                              |                              | £668,352                     | £1,119,474                   | £1,552,944                   | £1,985,134                   | £2,417,323                   | £2,849,512                   | £3,281,701                   | £4,146,080                    | £5,010,459                    |            |            |  |
| £200                       |                              |                              | £578,819                     | £1,036,360                   | £1,472,397                   | £1,904,587                   | £2,336,776                   | £2,768,965                   | £3,201,154                   | £4,065,533                    | £4,929,912                    |            |            |  |
| £225                       |                              |                              | £489,285                     | £953,245                     | £1,391,850                   | £1,824,040                   | £2,256,229                   | £2,688,418                   | £3,120,607                   | £3,984,986                    | £4,849,365                    |            |            |  |
| £250                       |                              |                              |                              |                              | £870,131                     | £1,311,303                   | £1,743,493                   | £2,175,682                   | £2,607,871                   | £3,040,060                    | £3,904,439                    | £4,768,818 |            |  |
| £275                       |                              |                              |                              |                              | £787,016                     | £1,230,756                   | £1,662,946                   | £2,095,135                   | £2,527,324                   | £2,959,513                    | £3,823,892                    | £4,688,271 |            |  |
| £300                       |                              |                              |                              |                              | £701,093                     | £1,149,868                   | £1,582,399                   | £2,014,588                   | £2,446,777                   | £2,878,967                    | £3,743,345                    | £4,607,724 |            |  |
|                            |                              |                              |                              | Residual Land Value (£/Ha)   |                              |                              |                              |                              |                              |                               |                               |            |            |  |
| £0                         |                              |                              |                              |                              | £715,654                     | £962,619                     | £1,209,585                   | £1,456,550                   | £1,703,515                   | £1,950,481                    | £2,197,446                    | £2,691,377 | £3,185,307 |  |
| £25                        |                              |                              |                              |                              | £669,627                     | £916,593                     | £1,163,558                   | £1,410,523                   | £1,657,488                   | £1,904,454                    | £2,151,419                    | £2,645,350 | £3,139,280 |  |
| £50                        |                              |                              |                              |                              | £622,332                     | £870,566                     | £1,117,531                   | £1,364,496                   | £1,611,462                   | £1,858,427                    | £2,105,392                    | £2,599,323 | £3,093,253 |  |
| £75                        | Indicative non-viability     | Indicative non-viability     | £574,838                     | £824,539                     | £1,071,504                   | £1,318,469                   | £1,565,435                   | £1,812,400                   | £2,059,365                   | £2,553,296                    | £3,047,227                    |            |            |  |
| £100                       |                              |                              | £527,344                     | £778,512                     | £1,025,477                   | £1,272,443                   | £1,519,408                   | £1,766,373                   | £2,013,338                   | £2,507,269                    | £3,001,200                    |            |            |  |
| £125                       |                              |                              | £479,850                     | £732,485                     | £979,450                     | £1,226,416                   | £1,473,381                   | £1,720,346                   | £1,967,312                   | £2,461,242                    | £2,955,173                    |            |            |  |
| £150                       |                              |                              | £432,356                     | £686,458                     | £933,424                     | £1,180,389                   | £1,427,354                   | £1,674,319                   | £1,921,285                   | £2,415,215                    | £2,909,146                    |            |            |  |
| £175                       |                              |                              | £381,916                     | £639,700                     | £887,397                     | £1,134,362                   | £1,381,327                   | £1,628,293                   | £1,875,258                   | £2,369,189                    | £2,863,119                    |            |            |  |
| £200                       |                              |                              | £330,754                     | £592,206                     | £841,370                     | £1,088,335                   | £1,335,300                   | £1,582,266                   | £1,829,231                   | £2,323,162                    | £2,817,092                    |            |            |  |
| £225                       |                              |                              | £279,592                     | £544,712                     | £795,343                     | £1,042,308                   | £1,289,274                   | £1,536,239                   | £1,783,204                   | £2,277,135                    | £2,771,065                    |            |            |  |
| £250                       |                              |                              |                              |                              | £497,218                     | £749,316                     | £996,281                     | £1,243,247                   | £1,490,212                   | £1,737,177                    | £2,231,108                    | £2,725,039 |            |  |
| £275                       |                              |                              |                              |                              | £449,724                     | £703,289                     | £950,255                     | £1,197,220                   | £1,444,185                   | £1,691,151                    | £2,185,081                    | £2,679,012 |            |  |
| £300                       |                              |                              |                              |                              | £400,624                     | £657,067                     | £904,228                     | £1,151,193                   | £1,398,158                   | £1,645,124                    | £2,139,054                    | £2,632,985 |            |  |

| CIL Rates £/m <sup>2</sup> |                          | Residual Land Value (£)      |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |
|----------------------------|--------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|-------------------------------|-------------------------------|
|                            |                          | VL1<br>£3,000/m <sup>2</sup> | VL2<br>£3,500/m <sup>2</sup> | VL3<br>£4,000/m <sup>2</sup> | VL4<br>£4,250/m <sup>2</sup> | VL5<br>£4,500/m <sup>2</sup> | VL6<br>£4,750/m <sup>2</sup> | VL7<br>£5,000/m <sup>2</sup> | VL8<br>£5,250/m <sup>2</sup> | VL9<br>£5,500/m <sup>2</sup> | VL10<br>£6,000/m <sup>2</sup> | VL11<br>£6,500/m <sup>2</sup> |
| £0                         | Indicative non-viability |                              |                              | £1,199,379                   | £1,628,933                   | £2,058,486                   | £2,488,040                   | £2,917,593                   | £3,347,147                   | £3,776,700                   | £4,635,808                    | £5,494,915                    |
| £25                        |                          |                              |                              | £1,117,145                   | £1,548,051                   | £1,977,605                   | £2,407,158                   | £2,836,712                   | £3,266,265                   | £3,695,819                   | £4,554,926                    | £5,414,033                    |
| £50                        |                          |                              |                              | £1,033,685                   | £1,467,169                   | £1,896,723                   | £2,326,277                   | £2,755,830                   | £3,185,384                   | £3,614,937                   | £4,474,044                    | £5,333,152                    |
| £75                        |                          |                              |                              | £950,225                     | £1,386,288                   | £1,815,841                   | £2,245,395                   | £2,674,949                   | £3,104,502                   | £3,534,056                   | £4,393,163                    | £5,252,270                    |
| £100                       |                          |                              |                              | £866,765                     | £1,305,406                   | £1,734,960                   | £2,164,513                   | £2,594,067                   | £3,023,621                   | £3,453,174                   | £4,312,281                    | £5,171,388                    |
| £125                       |                          |                              |                              | £783,306                     | £1,224,525                   | £1,654,078                   | £2,083,632                   | £2,513,185                   | £2,942,739                   | £3,372,293                   | £4,231,400                    | £5,090,507                    |
| £150                       |                          |                              |                              | £696,724                     | £1,143,092                   | £1,573,197                   | £2,002,750                   | £2,432,304                   | £2,861,857                   | £3,291,411                   | £4,150,518                    | £5,009,625                    |
| £175                       |                          |                              |                              | £606,818                     | £1,059,632                   | £1,492,315                   | £1,921,869                   | £2,351,422                   | £2,780,976                   | £3,210,529                   | £4,069,637                    | £4,928,744                    |
| £200                       |                          |                              |                              | £516,913                     | £976,172                     | £1,411,433                   | £1,840,987                   | £2,270,541                   | £2,700,094                   | £3,129,648                   | £3,988,755                    | £4,847,862                    |
| £225                       |                          |                              |                              |                              | £892,713                     | £1,330,552                   | £1,760,106                   | £2,189,659                   | £2,619,213                   | £3,048,766                   | £3,907,873                    | £4,766,981                    |
| £250                       |                          |                              | Indicative non-viability     |                              | £809,253                     | £1,249,670                   | £1,679,224                   | £2,108,778                   | £2,538,331                   | £2,967,885                   | £3,826,992                    | £4,686,099                    |
| £275                       |                          |                              |                              |                              | £724,675                     | £1,168,789                   | £1,598,342                   | £2,027,896                   | £2,457,450                   | £2,887,003                   | £3,746,110                    | £4,605,217                    |
| £300                       |                          |                              |                              |                              | £634,769                     | £1,085,580                   | £1,517,461                   | £1,947,014                   | £2,376,568                   | £2,806,122                   | £3,665,229                    | £4,524,336                    |
| Residual Land Value (£/Ha) |                          |                              |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |
| £0                         | Indicative non-viability |                              |                              | £685,359                     | £930,819                     | £1,176,278                   | £1,421,737                   | £1,667,196                   | £1,912,655                   | £2,158,115                   | £2,649,033                    | £3,139,951                    |
| £25                        |                          |                              |                              | £638,369                     | £884,601                     | £1,130,060                   | £1,375,519                   | £1,620,978                   | £1,866,437                   | £2,111,896                   | £2,602,815                    | £3,093,733                    |
| £50                        |                          |                              |                              | £590,677                     | £838,382                     | £1,083,842                   | £1,329,301                   | £1,574,760                   | £1,820,219                   | £2,065,678                   | £2,556,597                    | £3,047,515                    |
| £75                        |                          |                              |                              | £542,986                     | £792,164                     | £1,037,624                   | £1,283,083                   | £1,528,542                   | £1,774,001                   | £2,019,460                   | £2,510,379                    | £3,001,297                    |
| £100                       |                          |                              |                              | £495,295                     | £745,946                     | £991,406                     | £1,236,865                   | £1,482,324                   | £1,727,783                   | £1,973,242                   | £2,464,161                    | £2,955,079                    |
| £125                       |                          |                              |                              | £447,603                     | £699,728                     | £945,188                     | £1,190,647                   | £1,436,106                   | £1,681,565                   | £1,927,024                   | £2,417,943                    | £2,908,861                    |
| £150                       |                          |                              |                              | £398,128                     | £653,196                     | £898,970                     | £1,144,429                   | £1,389,888                   | £1,635,347                   | £1,880,806                   | £2,371,725                    | £2,862,643                    |
| £175                       |                          |                              |                              | £346,753                     | £605,504                     | £852,751                     | £1,098,211                   | £1,343,670                   | £1,589,129                   | £1,834,588                   | £2,325,507                    | £2,816,425                    |
| £200                       |                          |                              |                              | £295,379                     | £557,813                     | £806,533                     | £1,051,993                   | £1,297,452                   | £1,542,911                   | £1,788,370                   | £2,279,289                    | £2,770,207                    |
| £225                       |                          |                              |                              |                              | £510,122                     | £760,315                     | £1,005,775                   | £1,251,234                   | £1,496,693                   | £1,742,152                   | £2,233,071                    | £2,723,989                    |
| £250                       |                          |                              | Indicative non-viability     |                              | £462,430                     | £714,097                     | £959,557                     | £1,205,016                   | £1,450,475                   | £1,695,934                   | £2,186,852                    | £2,677,771                    |
| £275                       |                          |                              |                              |                              | £414,100                     | £667,879                     | £913,338                     | £1,158,798                   | £1,404,257                   | £1,649,716                   | £2,140,634                    | £2,631,553                    |
| £300                       |                          |                              |                              |                              | £362,725                     | £620,331                     | £867,120                     | £1,112,580                   | £1,358,039                   | £1,603,498                   | £2,094,416                    | £2,585,335                    |

Key:

|  |   |
|--|---|
|  | RLV beneath Viability Test 1 (RLV <£250,000/ha)       |
|  | Viability Test 1 (RLV £250,000/ha to £500,000/ha)     |
|  | Viability Test 2 (RLV £500,000/ha to £850,000/ha)     |
|  | Viability Test 3 (RLV £850,000/ha to £1,500,000/ha)   |
|  | Viability Test 4 (RLV £1,500,000/ha to £1,800,000/ha) |
|  | Viability Test 5 (RLV £1,800,000/ha to £2,250,000/ha) |
|  | Viability Test 6 (RLV £2,250,000/ha to £3,500,000/ha) |
|  | Viability Test 7 (RLV >£3,500,000/ha)                 |

BLV Notes:

| EUUV+ £/ha | Notes   |
|------------|---|
| £250,000   | Greenfield Enhancement (Lower)  |
| £500,000   | Greenfield Enhancement (Upper) (Note range up to £500,000/ha could also be representative of other land types in lower value existing use)                |
| £850,000   | Industrial Land (Lower)   |
| £1,500,000 | Industrial Land (Upper)   |
| £1,800,000 | Commercial OOT land values. Includes a 20% uplift.  |
| £2,250,000 | Commercial CBD land values. Includes a 20% uplift.  |
| £3,500,000 | Residential land values. An allowance has been made for a 50% reduction for planning obligations (AH) and planning risk; 20% uplift to adjusted estimate. |

Source: Dixon Searle Partnership (2019)

**Table 1k: Residual Land Value Results by Value Level & CIL Rates  
- 60 Unit Scheme - Flats Extra Care**

|                             |                 |                     |
|-----------------------------|-----------------|---------------------|
| <b>Development Scenario</b> | <b>60 Flats</b> | <i>(Extra Care)</i> |
| <b>Typical Site Type</b>    | <b>PDL</b>      |                     |
| <b>Net Site Area (ha)</b>   | <b>0.48</b>     |                     |
| <b>Gross Site Area (ha)</b> | <b>0.86</b>     |                     |
| <b>Site Density (dph)</b>   | <b>125</b>      |                     |

| <b>0% AH<br/>60 Flats Extra<br/>Care</b> |                            |                       |                       |
|--|----------------------------|-----------------------|-----------------------|
| CIL Rates £/m <sup>2</sup>               | Residual Land Value (£)    |                       |                       |
|  | VL9                        | VL10                  | VL11                  |
|  | £5,500/m <sup>2</sup>      | £6,000/m <sup>2</sup> | £6,500/m <sup>2</sup> |
| £0                                       | £3,253,331                 | £4,673,252            | £6,093,173            |
| £25                                      | £3,102,361                 | £4,522,282            | £5,942,203            |
| £50                                      | £2,951,391                 | £4,371,312            | £5,791,233            |
| £75                                      | £2,800,421                 | £4,220,342            | £5,640,263            |
| £100                                     | £2,649,451                 | £4,069,372            | £5,489,293            |
| £125                                     | £2,498,481                 | £3,918,402            | £5,338,323            |
| £150                                     | £2,347,510                 | £3,767,432            | £5,187,353            |
| £175                                     | £2,196,540                 | £3,616,461            | £5,036,383            |
| £200                                     | £2,045,570                 | £3,465,491            | £4,885,413            |
| £225                                     | £1,894,600                 | £3,314,521            | £4,734,442            |
| £250                                     | £1,743,630                 | £3,163,551            | £4,583,472            |
| £275                                     | £1,592,660                 | £3,012,581            | £4,432,502            |
| £300                                     | £1,441,690                 | £2,861,611            | £4,281,532            |
|  | Residual Land Value (£/Ha) |                       |                       |
| £0                                       | £3,782,943                 | £5,434,014            | £7,085,085            |
| £25                                      | £3,607,396                 | £5,258,468            | £6,909,539            |
| £50                                      | £3,431,850                 | £5,082,921            | £6,733,992            |
| £75                                      | £3,256,303                 | £4,907,374            | £6,558,445            |
| £100                                     | £3,080,757                 | £4,731,828            | £6,382,899            |
| £125                                     | £2,905,210                 | £4,556,281            | £6,207,352            |
| £150                                     | £2,729,663                 | £4,380,734            | £6,031,805            |
| £175                                     | £2,554,117                 | £4,205,188            | £5,856,259            |
| £200                                     | £2,378,570                 | £4,029,641            | £5,680,712            |
| £225                                     | £2,203,023                 | £3,854,095            | £5,505,166            |
| £250                                     | £2,027,477                 | £3,678,548            | £5,329,619            |
| £275                                     | £1,851,930                 | £3,503,001            | £5,154,072            |
| £300                                     | £1,676,384                 | £3,327,455            | £4,978,526            |

| <b>20% AH<br/>60 Flats Extra<br/>Care</b> |                            |                       |                       |
|---|----------------------------|-----------------------|-----------------------|
| CIL Rates £/m <sup>2</sup>                | Residual Land Value (£)    |                       |                       |
|   | VL9                        | VL10                  | VL11                  |
|   | £5,500/m <sup>2</sup>      | £6,000/m <sup>2</sup> | £6,500/m <sup>2</sup> |
| £0  | £1,651,189                 | £2,893,140            | £4,135,091            |
| £25                                       | £1,529,642                 | £2,771,593            | £4,013,544            |
| £50                                       | £1,408,094                 | £2,650,046            | £3,891,997            |
| £75                                       | £1,286,547                 | £2,528,499            | £3,770,450            |
| £100                                      | £1,165,000                 | £2,406,951            | £3,648,902            |
| £125                                      | £1,043,453                 | £2,285,404            | £3,527,355            |
| £150                                      | £921,906                   | £2,163,857            | £3,405,808            |
| £175                                      | £800,359                   | £2,042,310            | £3,284,261            |
| £200                                      | £678,812                   | £1,920,763            | £3,162,714            |
| £225                                      | £557,264                   | £1,799,216            | £3,041,167            |
| £250                                      | £435,717                   | £1,677,669            | £2,919,620            |
| £275                                      | £314,167                   | £1,556,121            | £2,798,073            |
| £300                                      | Indicative non-viability   | £1,434,574            | £2,676,526            |
|   | Residual Land Value (£/Ha) |                       |                       |
| £0  | £1,919,987                 | £3,364,116            | £4,808,245            |
| £25                                       | £1,778,653                 | £3,222,782            | £4,666,911            |
| £50                                       | £1,637,319                 | £3,081,448            | £4,525,578            |
| £75                                       | £1,495,985                 | £2,940,115            | £4,384,244            |
| £100                                      | £1,354,651                 | £2,798,781            | £4,242,910            |
| £125                                      | £1,213,317                 | £2,657,447            | £4,101,576            |
| £150                                      | £1,071,983                 | £2,516,113            | £3,960,242            |
| £175                                      | £930,650                   | £2,374,779            | £3,818,908            |
| £200                                      | £789,316                   | £2,233,445            | £3,677,575            |
| £225                                      | £647,982                   | £2,092,111            | £3,536,241            |
| £250                                      | £506,648                   | £1,950,777            | £3,394,907            |
| £275                                      | £365,310                   | £1,809,443            | £3,253,573            |
| £300                                      | Indicative non-viability   | £1,668,110            | £3,112,239            |

| <b>30% AH<br/>60 Flats Extra<br/>Care</b> |                              |                               |                               |            |
|---|------------------------------|-------------------------------|-------------------------------|------------|
| CIL Rates £/m <sup>2</sup>                | Residual Land Value (£)      |                               |                               |            |
|   | VL9<br>£5,500/m <sup>2</sup> | VL10<br>£6,000/m <sup>2</sup> | VL11<br>£6,500/m <sup>2</sup> |            |
| £0  | £600,031                     | £1,716,241                    | £2,832,451                    |            |
| £25                                       | £493,838                     | £1,610,048                    | £2,726,258                    |            |
| £50                                       | £387,645                     | £1,503,855                    | £2,620,065                    |            |
| £75                                       | £281,452                     | £1,397,662                    | £2,513,872                    |            |
| £100                                      | Indicative non-viability     | £1,291,469                    | £2,407,679                    |            |
| £125                                      |                              | £1,185,276                    | £2,301,486                    |            |
| £150                                      |                              | £1,079,083                    | £2,195,293                    |            |
| £175                                      |                              | £972,890                      | £2,089,100                    |            |
| £200                                      |                              | £866,697                      | £1,982,907                    |            |
| £225                                      |                              | £760,504                      | £1,876,714                    |            |
| £250                                      |                              | £654,311                      | £1,770,521                    |            |
| £275                                      |                              | £548,118                      | £1,664,328                    |            |
| £300                                      |                              | £441,924                      | £1,558,135                    |            |
|   |                              | Residual Land Value (£/Ha)    |                               |            |
| £0  |                              | £697,710                      | £1,995,629                    | £3,293,548 |
| £25                                       | £574,230                     | £1,872,149                    | £3,170,068                    |            |
| £50                                       | £450,750                     | £1,748,669                    | £3,046,587                    |            |
| £75                                       | £327,270                     | £1,625,188                    | £2,923,107                    |            |
| £100                                      | Indicative non-viability     | £1,501,708                    | £2,799,627                    |            |
| £125                                      |                              | £1,378,228                    | £2,676,147                    |            |
| £150                                      |                              | £1,254,747                    | £2,552,666                    |            |
| £175                                      |                              | £1,131,267                    | £2,429,186                    |            |
| £200                                      |                              | £1,007,787                    | £2,305,706                    |            |
| £225                                      |                              | £884,307                      | £2,182,225                    |            |
| £250                                      |                              | £760,826                      | £2,058,745                    |            |
| £275                                      |                              | £637,346                      | £1,935,265                    |            |
| £300                                      |                              | £513,866                      | £1,811,784                    |            |

| <b>35% AH<br/>60 Flats Extra<br/>Care</b> |                              |                               |                               |            |
|---|------------------------------|-------------------------------|-------------------------------|------------|
| CIL Rates £/m <sup>2</sup>                | Residual Land Value (£)      |                               |                               |            |
|   | VL9<br>£5,500/m <sup>2</sup> | VL10<br>£6,000/m <sup>2</sup> | VL11<br>£6,500/m <sup>2</sup> |            |
| £0  |                              | £1,219,451                    | £2,283,796                    |            |
| £25                                       |                              | £1,120,297                    | £2,184,638                    |            |
| £50                                       |                              | £1,021,138                    | £2,085,479                    |            |
| £75                                       |                              | £921,980                      | £1,986,321                    |            |
| £100                                      | Indicative non-viability     | £822,821                      | £1,887,162                    |            |
| £125                                      |                              | £723,662                      | £1,788,004                    |            |
| £150                                      |                              | £624,504                      | £1,688,845                    |            |
| £175                                      |                              | £525,345                      | £1,589,687                    |            |
| £200                                      |                              | £426,187                      | £1,490,528                    |            |
| £225                                      |                              | £327,028                      | £1,391,369                    |            |
| £250                                      |                              | £227,870                      | £1,292,211                    |            |
| £275                                      |                              | Indicative non-viability      | £1,193,052                    |            |
| £300                                      |                              |                               | £1,093,888                    |            |
|   |                              | Residual Land Value (£/Ha)    |                               |            |
| £0  |                              |                               | £1,417,967                    | £2,655,577 |
| £25                                       |                              | £1,302,670                    | £2,540,276                    |            |
| £50                                       |                              | £1,187,370                    | £2,424,976                    |            |
| £75                                       |                              | £1,072,069                    | £2,309,675                    |            |
| £100                                      | Indicative non-viability     | £956,769                      | £2,194,375                    |            |
| £125                                      |                              | £841,468                      | £2,079,074                    |            |
| £150                                      |                              | £726,167                      | £1,963,773                    |            |
| £175                                      |                              | £610,867                      | £1,848,473                    |            |
| £200                                      |                              | £495,566                      | £1,733,172                    |            |
| £225                                      |                              | £380,265                      | £1,617,871                    |            |
| £250                                      |                              | £264,965                      | £1,502,571                    |            |
| £275                                      |                              | Indicative non-viability      | £1,387,270                    |            |
| £300                                      |                              |                               | £1,271,963                    |            |

| 40% AH<br>60 Flats Extra<br>Care |                              |                               |                               |
|----------------------------------|------------------------------|-------------------------------|-------------------------------|
| CIL Rates £/m <sup>2</sup>       | Residual Land Value (£)      |                               |                               |
|                                  | VL9<br>£5,500/m <sup>2</sup> | VL10<br>£6,000/m <sup>2</sup> | VL11<br>£6,500/m <sup>2</sup> |
| £0                               | Indicative non-viability     | £807,738                      | £1,832,778                    |
| £25                              |                              | £716,256                      | £1,741,296                    |
| £50                              |                              | £624,775                      | £1,649,815                    |
| £75                              |                              | £533,293                      | £1,558,333                    |
| £100                             |                              | £441,812                      | £1,466,851                    |
| £125                             |                              | £350,330                      | £1,375,370                    |
| £150                             |                              | £258,849                      | £1,283,888                    |
| £175                             |                              | Indicative non-viability      | £1,192,407                    |
| £200                             |                              |                               | £1,100,925                    |
| £225                             |                              |                               | £1,009,444                    |
| £250                             |                              |                               | £917,962                      |
| £275                             |                              |                               | £826,481                      |
| £300                             |                              |                               | £734,999                      |
|                                  |                              |                               |                               |
| Residual Land Value (£/Ha)       |                              |                               |                               |
| £0                               | Indicative non-viability     | £939,230                      | £2,131,137                    |
| £25                              |                              | £832,856                      | £2,024,763                    |
| £50                              |                              | £726,482                      | £1,918,389                    |
| £75                              |                              | £620,109                      | £1,812,015                    |
| £100                             |                              | £513,735                      | £1,705,641                    |
| £125                             |                              | £407,361                      | £1,599,267                    |
| £150                             |                              | £300,987                      | £1,492,894                    |
| £175                             |                              | Indicative non-viability      | £1,386,520                    |
| £200                             |                              |                               | £1,280,146                    |
| £225                             |                              |                               | £1,173,772                    |
| £250                             |                              |                               | £1,067,398                    |
| £275                             |                              |                               | £961,024                      |
| £300                             |                              |                               | £854,650                      |

**Key:**

|  |   |
|--|---|
|  | RLV beneath Viability Test 1 (RLV <£250,000/ha)       |
|  | Viability Test 1 (RLV £250,000/ha to £500,000/ha)     |
|  | Viability Test 2 (RLV £500,000/ha to £850,000/ha)     |
|  | Viability Test 3 (RLV £850,000/ha to £1,500,000/ha)   |
|  | Viability Test 4 (RLV £1,500,000/ha to £1,800,000/ha) |
|  | Viability Test 5 (RLV £1,800,000/ha to £2,250,000/ha) |
|  | Viability Test 6 (RLV £2,250,000/ha to £3,500,000/ha) |
|  | Viability Test 7 (RLV >£3,500,000/ha)                 |

**BLV Notes:**

| EUV+ £/ha  | Notes   |
|------------|---|
| £250,000   | Greenfield Enhancement (Lower)  |
| £500,000   | Greenfield Enhancement (Upper) (Note range up to £500,000/ha could also be representative of other land types in lower value existing use)                |
| £850,000   | Industrial Land (Lower)   |
| £1,500,000 | Industrial Land (Upper)   |
| £1,800,000 | Commercial OOT land values. Includes a 20% uplift.  |
| £2,250,000 | Commercial CBD land values. Includes a 20% uplift.  |
| £3,500,000 | Residential land values. An allowance has been made for a 50% reduction for planning obligations (AH) and planning risk; 20% uplift to adjusted estimate. |

Source: Dixon Searle Partnership (2019)

**Table 11: Residual Land Value Results by Value Level & CIL Rates  
- 75 Unit Scheme - Flats**

|                      |          |
|----------------------|----------|
| Development Scenario | 75 Flats |
| Typical Site Type    | PDL      |
| Net Site Area (ha)   | 1.00     |
| Gross Site Area (ha) | 1.52     |
| Site Density (dph)   | 75       |

| 0% AH<br>75 Flats          |                          | Residual Land Value (£)      |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |            |
|----------------------------|--------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|-------------------------------|-------------------------------|------------|
|                            |                          | VL1<br>£3,000/m <sup>2</sup> | VL2<br>£3,500/m <sup>2</sup> | VL3<br>£4,000/m <sup>2</sup> | VL4<br>£4,250/m <sup>2</sup> | VL5<br>£4,500/m <sup>2</sup> | VL6<br>£4,750/m <sup>2</sup> | VL7<br>£5,000/m <sup>2</sup> | VL8<br>£5,250/m <sup>2</sup> | VL9<br>£5,500/m <sup>2</sup> | VL10<br>£6,000/m <sup>2</sup> | VL11<br>£6,500/m <sup>2</sup> |            |
| CIL Rates £/m <sup>2</sup> |                          |                              |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |            |
| £0                         | Indicative non-viability |                              |                              | £1,111,258                   | £1,682,739                   | £2,254,219                   | £2,825,700                   | £3,397,181                   | £3,968,661                   | £4,540,142                   | £5,683,103                    | £6,826,064                    |            |
| £25                        |                          |                              |                              | £1,014,916                   | £1,589,511                   | £2,160,992                   | £2,732,473                   | £3,303,953                   | £3,875,434                   | £4,446,915                   | £5,589,876                    | £6,732,837                    |            |
| £50                        |                          |                              |                              | £918,463                     | £1,496,284                   | £2,067,765                   | £2,639,246                   | £3,210,726                   | £3,782,207                   | £4,353,687                   | £5,496,649                    | £6,639,610                    |            |
| £75                        |                          |                              |                              | £822,009                     | £1,403,057                   | £1,974,538                   | £2,546,018                   | £3,117,499                   | £3,688,980                   | £4,260,460                   | £5,403,421                    | £6,546,383                    |            |
| £100                       |                          |                              |                              | £725,556                     | £1,309,830                   | £1,881,310                   | £2,452,791                   | £3,024,272                   | £3,595,752                   | £4,167,233                   | £5,310,194                    | £6,453,155                    |            |
| £125                       |                          |                              |                              | £622,475                     | £1,216,603                   | £1,788,083                   | £2,359,564                   | £2,931,045                   | £3,502,525                   | £4,074,006                   | £5,216,967                    | £6,359,928                    |            |
| £150                       |                          |                              |                              | £517,956                     | £1,123,375                   | £1,694,856                   | £2,266,337                   | £2,837,817                   | £3,409,298                   | £3,980,779                   | £5,123,740                    | £6,266,701                    |            |
| £175                       |                          |                              |                              | £413,437                     | £1,027,453                   | £1,601,629                   | £2,173,109                   | £2,744,590                   | £3,316,071                   | £3,887,551                   | £5,030,513                    | £6,173,474                    |            |
| £200                       |                          |                              |                              |                              |                              | £931,000                     | £1,508,402                   | £2,079,882                   | £2,651,363                   | £3,222,844                   | £3,794,324                    | £4,937,285                    | £6,080,247 |
| £225                       |                          |                              |                              |                              |                              | £834,546                     | £1,415,174                   | £1,986,655                   | £2,558,136                   | £3,129,616                   | £3,701,097                    | £4,844,058                    | £5,987,019 |
| £250                       |                          |                              |                              |                              |                              | £738,093                     | £1,321,947                   | £1,893,428                   | £2,464,908                   | £3,036,389                   | £3,607,870                    | £4,750,831                    | £5,893,792 |
| £275                       |                          |                              |                              |                              |                              | £636,060                     | £1,228,720                   | £1,800,201                   | £2,371,681                   | £2,943,162                   | £3,514,642                    | £4,657,604                    | £5,800,565 |
| £300                       |                          |                              |                              |                              |                              | £531,541                     | £1,135,493                   | £1,706,973                   | £2,278,454                   | £2,849,935                   | £3,421,415                    | £4,564,377                    | £5,707,338 |
|                            |                          | Residual Land Value (£/Ha)   |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |            |
| £0                         | Indicative non-viability |                              |                              | £731,091                     | £1,107,065                   | £1,483,039                   | £1,859,013                   | £2,234,987                   | £2,610,961                   | £2,986,935                   | £3,738,884                    | £4,490,832                    |            |
| £25                        |                          |                              |                              | £667,708                     | £1,045,731                   | £1,421,705                   | £1,797,679                   | £2,173,654                   | £2,549,628                   | £2,925,602                   | £3,677,550                    | £4,429,498                    |            |
| £50                        |                          |                              |                              | £604,252                     | £984,398                     | £1,360,372                   | £1,736,346                   | £2,112,320                   | £2,488,294                   | £2,864,268                   | £3,616,216                    | £4,368,164                    |            |
| £75                        |                          |                              |                              | £540,796                     | £923,064                     | £1,299,038                   | £1,675,012                   | £2,050,986                   | £2,426,960                   | £2,802,934                   | £3,554,883                    | £4,306,831                    |            |
| £100                       |                          |                              |                              | £477,339                     | £861,730                     | £1,237,704                   | £1,613,678                   | £1,989,652                   | £2,365,627                   | £2,741,601                   | £3,493,549                    | £4,245,497                    |            |
| £125                       |                          |                              |                              | £409,523                     | £800,396                     | £1,176,371                   | £1,552,345                   | £1,928,319                   | £2,304,293                   | £2,680,267                   | £3,432,215                    | £4,184,163                    |            |
| £150                       |                          |                              |                              | £340,761                     | £739,063                     | £1,115,037                   | £1,491,011                   | £1,866,985                   | £2,242,959                   | £2,618,933                   | £3,370,881                    | £4,122,830                    |            |
| £175                       |                          |                              |                              | £271,998                     | £675,956                     | £1,053,703                   | £1,429,677                   | £1,805,651                   | £2,181,625                   | £2,557,600                   | £3,309,548                    | £4,061,496                    |            |
| £200                       |                          |                              |                              |                              |                              | £612,500                     | £992,369                     | £1,368,344                   | £1,744,318                   | £2,120,292                   | £2,496,266                    | £3,248,214                    | £4,000,162 |
| £225                       |                          |                              |                              |                              |                              | £549,043                     | £931,036                     | £1,307,010                   | £1,682,984                   | £2,058,958                   | £2,434,932                    | £3,186,880                    | £3,938,829 |
| £250                       |                          |                              |                              |                              |                              | £485,587                     | £869,702                     | £1,245,676                   | £1,621,650                   | £1,997,624                   | £2,373,598                    | £3,125,547                    | £3,877,495 |
| £275                       |                          |                              |                              |                              |                              | £418,461                     | £808,368                     | £1,184,343                   | £1,560,317                   | £1,936,291                   | £2,312,265                    | £3,064,213                    | £3,816,161 |
| £300                       |                          |                              |                              |                              |                              | £349,698                     | £747,035                     | £1,123,009                   | £1,498,983                   | £1,874,957                   | £2,250,931                    | £3,002,879                    | £3,754,827 |

| 20% AH<br>75 Flats         |                          | Residual Land Value (£)      |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |            |
|----------------------------|--------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|-------------------------------|-------------------------------|------------|
|                            |                          | VL1<br>£3,000/m <sup>2</sup> | VL2<br>£3,500/m <sup>2</sup> | VL3<br>£4,000/m <sup>2</sup> | VL4<br>£4,250/m <sup>2</sup> | VL5<br>£4,500/m <sup>2</sup> | VL6<br>£4,750/m <sup>2</sup> | VL7<br>£5,000/m <sup>2</sup> | VL8<br>£5,250/m <sup>2</sup> | VL9<br>£5,500/m <sup>2</sup> | VL10<br>£6,000/m <sup>2</sup> | VL11<br>£6,500/m <sup>2</sup> |            |
| CIL Rates £/m <sup>2</sup> |                          |                              |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |            |
| £0                         | Indicative non-viability |                              |                              | £751,420                     | £1,252,960                   | £1,742,572                   | £2,232,184                   | £2,721,796                   | £3,211,409                   | £4,190,633                   | £5,169,857                    |                               |            |
| £25                        |                          |                              |                              | £650,502                     | £1,159,733                   | £1,649,345                   | £2,138,957                   | £2,628,569                   | £3,118,181                   | £4,097,406                   | £5,076,630                    |                               |            |
| £50                        |                          |                              |                              | £545,983                     | £1,065,069                   | £1,556,118                   | £2,045,730                   | £2,535,342                   | £3,024,954                   | £4,004,178                   | £4,983,403                    |                               |            |
| £75                        |                          |                              |                              | £441,464                     | £968,615                     | £1,462,891                   | £1,952,503                   | £2,442,115                   | £2,931,727                   | £3,910,951                   | £4,890,176                    |                               |            |
| £100                       |                          |                              |                              |                              |                              | £872,162                     | £1,369,663                   | £1,859,275                   | £2,348,888                   | £2,838,500                   | £3,817,724                    | £4,796,948                    |            |
| £125                       |                          |                              |                              |                              |                              | £775,708                     | £1,276,436                   | £1,766,048                   | £2,255,660                   | £2,745,273                   | £3,724,497                    | £4,703,721                    |            |
| £150                       |                          |                              |                              |                              |                              | £676,822                     | £1,183,209                   | £1,672,821                   | £2,162,433                   | £2,652,045                   | £3,631,270                    | £4,610,494                    |            |
| £175                       |                          |                              |                              |                              |                              | £572,302                     | £1,089,357                   | £1,579,594                   | £2,069,206                   | £2,558,818                   | £3,538,042                    | £4,517,267                    |            |
| £200                       |                          |                              |                              |                              |                              | £467,783                     | £992,904                     | £1,486,367                   | £1,975,979                   | £2,465,591                   | £3,444,815                    | £4,424,040                    |            |
| £225                       |                          |                              |                              |                              |                              |                              |                              | £896,450                     | £1,393,139                   | £1,882,752                   | £2,372,364                    | £3,351,588                    | £4,330,812 |
| £250                       |                          |                              |                              |                              |                              |                              |                              | £799,997                     | £1,299,912                   | £1,789,524                   | £2,279,137                    | £3,258,361                    | £4,237,585 |
| £275                       |                          |                              |                              |                              |                              |                              |                              | £703,141                     | £1,206,685                   | £1,696,297                   | £2,185,909                    | £3,165,134                    | £4,144,358 |
| £300                       |                          |                              |                              |                              |                              |                              |                              | £598,622                     | £1,113,458                   | £1,603,070                   | £2,092,682                    | £3,071,906                    | £4,051,131 |
|                            |                          | Residual Land Value (£/Ha)   |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |            |
| £0                         | Indicative non-viability |                              |                              | £494,355                     | £824,316                     | £1,146,429                   | £1,468,542                   | £1,790,656                   | £2,112,769                   | £2,756,995                   | £3,401,222                    |                               |            |
| £25                        |                          |                              |                              | £427,962                     | £762,982                     | £1,085,095                   | £1,407,209                   | £1,729,322                   | £2,051,435                   | £2,695,662                   | £3,339,888                    |                               |            |
| £50                        |                          |                              |                              | £359,199                     | £700,703                     | £1,023,762                   | £1,345,875                   | £1,667,988                   | £1,990,101                   | £2,634,328                   | £3,278,554                    |                               |            |
| £75                        |                          |                              |                              | £290,437                     | £637,247                     | £962,428                     | £1,284,541                   | £1,606,655                   | £1,928,768                   | £2,572,994                   | £3,217,221                    |                               |            |
| £100                       |                          |                              |                              |                              |                              | £573,791                     | £901,094                     | £1,223,208                   | £1,545,321                   | £1,867,434                   | £2,511,661                    | £3,155,887                    |            |
| £125                       |                          |                              |                              |                              |                              | £510,334                     | £839,761                     | £1,161,874                   | £1,483,987                   | £1,806,100                   | £2,450,327                    | £3,094,553                    |            |
| £150                       |                          |                              |                              |                              |                              | £445,277                     | £778,427                     | £1,100,540                   | £1,422,653                   | £1,744,767                   | £2,388,993                    | £3,033,220                    |            |
| £175                       |                          |                              |                              |                              |                              | £376,515                     | £716,682                     | £1,039,206                   | £1,361,320                   | £1,683,433                   | £2,327,659                    | £2,971,886                    |            |
| £200                       |                          |                              |                              |                              |                              | £307,752                     | £653,226                     | £977,873                     | £1,299,986                   | £1,622,099                   | £2,266,326                    | £2,910,552                    |            |
| £225                       |                          |                              |                              |                              |                              |                              |                              | £589,770                     | £916,539                     | £1,238,652                   | £1,560,766                    | £2,204,992                    | £2,849,219 |
| £250                       |                          |                              |                              |                              |                              |                              |                              | £526,314                     | £855,205                     | £1,177,319                   | £1,499,432                    | £2,143,658                    | £2,787,885 |
| £275                       |                          |                              |                              |                              |                              |                              |                              | £462,593                     | £793,872                     | £1,115,985                   | £1,438,098                    | £2,082,325                    | £2,726,551 |
| £300                       |                          |                              |                              |                              |                              |                              |                              | £393,830                     | £732,538                     | £1,054,651                   | £1,376,765                    | £2,020,991                    | £2,665,218 |

**30% AH  
75 Flats**

| CIL Rates £/m <sup>2</sup> | Residual Land Value (£)      |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |            |            |            |            |
|----------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|-------------------------------|-------------------------------|------------|------------|------------|------------|
|                            | VL1<br>£3,000/m <sup>2</sup> | VL2<br>£3,500/m <sup>2</sup> | VL3<br>£4,000/m <sup>2</sup> | VL4<br>£4,250/m <sup>2</sup> | VL5<br>£4,500/m <sup>2</sup> | VL6<br>£4,750/m <sup>2</sup> | VL7<br>£5,000/m <sup>2</sup> | VL8<br>£5,250/m <sup>2</sup> | VL9<br>£5,500/m <sup>2</sup> | VL10<br>£6,000/m <sup>2</sup> | VL11<br>£6,500/m <sup>2</sup> |            |            |            |            |
| £0                         | Indicative non-viability     |                              |                              |                              | £746,077                     | £1,208,587                   | £1,658,990                   | £2,109,394                   | £2,559,797                   | £3,460,603                    | £4,361,410                    |            |            |            |            |
| £25                        |                              |                              |                              |                              | £644,712                     | £1,115,360                   | £1,565,763                   | £2,016,166                   | £2,466,570                   | £3,367,376                    | £4,268,183                    |            |            |            |            |
| £50                        |                              |                              |                              |                              | £540,193                     | £1,019,160                   | £1,472,536                   | £1,922,939                   | £2,373,342                   | £3,274,149                    | £4,174,956                    |            |            |            |            |
| £75                        |                              |                              |                              |                              | £435,674                     | £922,707                     | £1,379,309                   | £1,829,712                   | £2,280,115                   | £3,180,922                    | £4,081,728                    |            |            |            |            |
| £100                       |                              |                              |                              |                              | Indicative non-viability     | £826,253                     | £1,286,081                   | £1,736,485                   | £2,186,888                   | £3,087,695                    | £3,988,501                    |            |            |            |            |
| £125                       |                              |                              |                              |                              |                              | £729,800                     | £1,192,854                   | £1,643,258                   | £2,093,661                   | £2,994,467                    | £3,895,274                    |            |            |            |            |
| £150                       |                              |                              |                              |                              |                              | £627,074                     | £1,099,336                   | £1,550,030                   | £2,000,434                   | £2,901,240                    | £3,802,047                    |            |            |            |            |
| £175                       |                              |                              |                              |                              |                              | £522,555                     | £1,002,883                   | £1,456,803                   | £1,907,206                   | £2,808,013                    | £3,708,820                    |            |            |            |            |
| £200                       |                              |                              |                              |                              |                              | £418,036                     | £906,429                     | £1,363,576                   | £1,813,979                   | £2,714,786                    | £3,615,592                    |            |            |            |            |
| £225                       |                              |                              |                              |                              |                              | Indicative non-viability     | £809,976                     | £1,270,349                   | £1,720,752                   | £2,621,559                    | £3,522,365                    |            |            |            |            |
| £250                       |                              |                              |                              |                              | £713,522                     |                              | £1,177,121                   | £1,627,525                   | £2,528,331                   | £3,429,138                    |                               |            |            |            |            |
| £275                       |                              |                              |                              |                              | £609,436                     |                              | £1,083,059                   | £1,534,298                   | £2,435,104                   | £3,335,911                    |                               |            |            |            |            |
| £300                       |                              |                              |                              |                              | £504,917                     |                              | £986,606                     | £1,441,070                   | £2,341,877                   | £3,242,683                    |                               |            |            |            |            |
| Residual Land Value (£/Ha) |                              |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |            |            |            |            |
| £0                         |                              |                              |                              |                              | Indicative non-viability     |                              |                              |                              | £490,840                     | £795,123                      | £1,091,441                    | £1,387,759 | £1,684,077 | £2,276,713 | £2,869,349 |
| £25                        |                              |                              |                              |                              |                              |                              |                              |                              | £424,153                     | £733,789                      | £1,030,107                    | £1,326,425 | £1,622,743 | £2,215,379 | £2,808,015 |
| £50                        | £355,390                     | £670,500                     | £968,774                     | £1,265,092                   |                              |                              |                              |                              | £1,561,410                   | £2,154,045                    | £2,746,681                    |            |            |            |            |
| £75                        | £286,628                     | £607,044                     | £907,440                     | £1,203,758                   |                              |                              |                              |                              | £1,500,076                   | £2,092,712                    | £2,685,348                    |            |            |            |            |
| £100                       | Indicative non-viability     | £543,588                     | £846,106                     | £1,142,424                   |                              |                              |                              |                              | £1,438,742                   | £2,031,378                    | £2,624,014                    |            |            |            |            |
| £125                       |                              | £480,131                     | £784,773                     | £1,081,091                   |                              |                              |                              |                              | £1,377,408                   | £1,970,044                    | £2,562,680                    |            |            |            |            |
| £150                       |                              | £412,549                     | £723,248                     | £1,019,757                   |                              |                              |                              |                              | £1,316,075                   | £1,908,711                    | £2,501,347                    |            |            |            |            |
| £175                       |                              | £343,786                     | £659,791                     | £958,423                     |                              |                              |                              |                              | £1,254,741                   | £1,847,377                    | £2,440,013                    |            |            |            |            |
| £200                       |                              | £275,024                     | £596,335                     | £897,089                     |                              |                              |                              |                              | £1,193,407                   | £1,786,043                    | £2,378,679                    |            |            |            |            |
| £225                       |                              | Indicative non-viability     | £532,879                     | £835,756                     |                              |                              |                              |                              | £1,132,074                   | £1,724,710                    | £2,317,345                    |            |            |            |            |
| £250                       | £469,423                     |                              | £774,422                     | £1,070,740                   |                              |                              |                              |                              | £1,663,376                   | £2,256,012                    |                               |            |            |            |            |
| £275                       | £400,945                     |                              | £712,539                     | £1,009,406                   |                              |                              |                              |                              | £1,602,042                   | £2,194,678                    |                               |            |            |            |            |
| £300                       | £332,182                     |                              | £649,083                     | £948,073                     |                              |                              |                              |                              | £1,540,708                   | £2,133,344                    |                               |            |            |            |            |

**35% AH  
75 Flats**

| CIL Rates £/m <sup>2</sup> | Residual Land Value (£)      |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |            |            |            |            |
|----------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|-------------------------------|-------------------------------|------------|------------|------------|------------|
|                            | VL1<br>£3,000/m <sup>2</sup> | VL2<br>£3,500/m <sup>2</sup> | VL3<br>£4,000/m <sup>2</sup> | VL4<br>£4,250/m <sup>2</sup> | VL5<br>£4,500/m <sup>2</sup> | VL6<br>£4,750/m <sup>2</sup> | VL7<br>£5,000/m <sup>2</sup> | VL8<br>£5,250/m <sup>2</sup> | VL9<br>£5,500/m <sup>2</sup> | VL10<br>£6,000/m <sup>2</sup> | VL11<br>£6,500/m <sup>2</sup> |            |            |            |            |
| £0                         | Indicative non-viability     |                              |                              |                              | £481,453                     | £942,263                     | £1,376,280                   | £1,804,753                   | £2,233,226                   | £3,090,172                    | £3,947,118                    |            |            |            |            |
| £25                        |                              |                              |                              |                              | £845,809                     | £1,283,053                   | £1,711,526                   | £2,139,999                   | £2,996,945                   | £3,853,890                    |                               |            |            |            |            |
| £50                        |                              |                              |                              |                              | £749,356                     | £1,189,826                   | £1,618,299                   | £2,046,772                   | £2,903,717                   | £3,760,663                    |                               |            |            |            |            |
| £75                        |                              |                              |                              |                              | £648,266                     | £1,096,203                   | £1,525,072                   | £1,953,545                   | £2,810,490                   | £3,667,436                    |                               |            |            |            |            |
| £100                       |                              |                              |                              |                              | £543,747                     | £999,750                     | £1,431,844                   | £1,860,317                   | £2,717,263                   | £3,574,209                    |                               |            |            |            |            |
| £125                       |                              |                              |                              |                              | £439,227                     | £903,296                     | £1,338,617                   | £1,767,090                   | £2,624,036                   | £3,480,982                    |                               |            |            |            |            |
| £150                       |                              |                              |                              |                              | Indicative non-viability     | £806,843                     | £1,245,390                   | £1,673,863                   | £2,530,809                   | £3,387,754                    |                               |            |            |            |            |
| £175                       |                              |                              |                              |                              |                              | £710,389                     | £1,152,163                   | £1,580,636                   | £2,437,581                   | £3,294,527                    |                               |            |            |            |            |
| £200                       |                              |                              |                              |                              |                              | £606,041                     | £1,057,237                   | £1,487,408                   | £2,344,354                   | £3,201,300                    |                               |            |            |            |            |
| £225                       |                              |                              |                              |                              |                              | £501,522                     | £960,783                     | £1,394,181                   | £2,251,127                   | £3,108,073                    |                               |            |            |            |            |
| £250                       |                              |                              |                              |                              |                              | £397,002                     | £864,330                     | £1,300,954                   | £2,157,900                   | £3,014,846                    |                               |            |            |            |            |
| £275                       |                              |                              |                              |                              |                              | Indicative non-viability     | £767,876                     | £1,207,727                   | £2,064,673                   | £2,921,618                    |                               |            |            |            |            |
| £300                       |                              |                              |                              |                              | £668,335                     |                              | £1,114,500                   | £1,971,445                   | £2,828,391                   |                               |                               |            |            |            |            |
| Residual Land Value (£/Ha) |                              |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |            |            |            |            |
| £0                         |                              |                              |                              |                              | Indicative non-viability     |                              |                              |                              | £316,745                     | £619,910                      | £905,448                      | £1,187,338 | £1,469,228 | £2,033,008 | £2,596,788 |
| £25                        |                              |                              |                              |                              |                              |                              |                              |                              | £556,454                     | £844,114                      | £1,126,004                    | £1,407,894 | £1,971,674 | £2,535,454 |            |
| £50                        | £492,997                     | £782,780                     | £1,064,670                   | £1,346,560                   |                              |                              |                              |                              | £1,910,340                   | £2,474,121                    |                               |            |            |            |            |
| £75                        | £426,491                     | £721,186                     | £1,003,337                   | £1,285,227                   |                              |                              |                              |                              | £1,849,007                   | £2,412,787                    |                               |            |            |            |            |
| £100                       | £357,728                     | £657,730                     | £942,003                     | £1,223,893                   |                              |                              |                              |                              | £1,787,673                   | £2,351,453                    |                               |            |            |            |            |
| £125                       | £288,965                     | £594,274                     | £880,669                     | £1,162,559                   |                              |                              |                              |                              | £1,726,339                   | £2,290,119                    |                               |            |            |            |            |
| £150                       | Indicative non-viability     | £530,818                     | £819,336                     | £1,101,226                   |                              |                              |                              |                              | £1,665,006                   | £2,228,786                    |                               |            |            |            |            |
| £175                       |                              | £467,361                     | £758,002                     | £1,039,892                   |                              |                              |                              |                              | £1,603,672                   | £2,167,452                    |                               |            |            |            |            |
| £200                       |                              | £398,711                     | £695,550                     | £978,558                     |                              |                              |                              |                              | £1,542,338                   | £2,106,118                    |                               |            |            |            |            |
| £225                       |                              | £329,948                     | £632,094                     | £917,225                     |                              |                              |                              |                              | £1,481,005                   | £2,044,785                    |                               |            |            |            |            |
| £250                       |                              | £261,186                     | £568,638                     | £855,891                     |                              |                              |                              |                              | £1,419,671                   | £1,983,451                    |                               |            |            |            |            |
| £275                       |                              | Indicative non-viability     | £505,182                     | £794,557                     |                              |                              |                              |                              | £1,358,337                   | £1,922,117                    |                               |            |            |            |            |
| £300                       | £439,694                     |                              | £733,223                     | £1,297,004                   |                              |                              |                              |                              | £1,860,784                   |                               |                               |            |            |            |            |

| 40% AH<br>75 Flats |                          | Residual Land Value (£)    |                              |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |
|--------------------|--------------------------|----------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|-------------------------------|-------------------------------|
|                    |                          | CIL Rates £/m <sup>2</sup> | VL1<br>£3,000/m <sup>2</sup> | VL2<br>£3,500/m <sup>2</sup> | VL3<br>£4,000/m <sup>2</sup> | VL4<br>£4,250/m <sup>2</sup> | VL5<br>£4,500/m <sup>2</sup> | VL6<br>£4,750/m <sup>2</sup> | VL7<br>£5,000/m <sup>2</sup> | VL8<br>£5,250/m <sup>2</sup> | VL9<br>£5,500/m <sup>2</sup> | VL10<br>£6,000/m <sup>2</sup> | VL11<br>£6,500/m <sup>2</sup> |
| £0                 | Indicative non-viability | £654,505                   | £1,081,291                   | £1,490,678                   | £1,899,172                   | £2,716,159                   | £3,533,146                   |                              |                              |                              |                              |                               |                               |
| £25                |                          | £549,986                   | £984,837                     | £1,397,451                   | £1,805,945                   | £2,622,932                   | £3,439,919                   |                              |                              |                              |                              |                               |                               |
| £50                |                          | £445,467                   | £888,384                     | £1,304,224                   | £1,712,718                   | £2,529,705                   | £3,346,692                   |                              |                              |                              |                              |                               |                               |
| £75                |                          | £791,930                   | £1,210,997                   | £1,619,490                   | £2,436,477                   | £3,253,464                   |                              |                              |                              |                              |                              |                               |                               |
| £100               |                          | £694,400                   | £1,117,770                   | £1,526,263                   | £2,343,250                   | £3,160,237                   |                              |                              |                              |                              |                              |                               |                               |
| £125               |                          | £589,881                   | £1,021,653                   | £1,433,036                   | £2,250,023                   | £3,067,010                   |                              |                              |                              |                              |                              |                               |                               |
| £150               |                          | £485,362                   | £925,200                     | £1,339,809                   | £2,156,796                   | £2,973,783                   |                              |                              |                              |                              |                              |                               |                               |
| £175               |                          | £380,843                   | £828,746                     | £1,246,582                   | £2,063,569                   | £2,880,556                   |                              |                              |                              |                              |                              |                               |                               |
| £200               |                          | Indicative non-viability   | £732,293                     | £1,153,354                   | £1,970,341                   | £2,787,328                   |                              |                              |                              |                              |                              |                               |                               |
| £225               |                          | Indicative non-viability   | £629,776                     | £1,058,469                   | £1,877,114                   | £2,694,101                   |                              |                              |                              |                              |                              |                               |                               |
| £250               |                          | Indicative non-viability   | £525,257                     | £962,016                     | £1,783,887                   | £2,600,874                   |                              |                              |                              |                              |                              |                               |                               |
| £275               |                          | Indicative non-viability   | £420,738                     | £865,562                     | £1,690,660                   | £2,507,647                   |                              |                              |                              |                              |                              |                               |                               |
| £300               |                          | Indicative non-viability   | £769,109                     | £1,597,432                   | £2,414,420                   |                              |                              |                              |                              |                              |                              |                               |                               |
|                    |                          | Residual Land Value (£/Ha) |                              |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |
| £0                 |                          | Indicative non-viability   | £430,596                     | £711,375                     | £980,710                     | £1,249,455                   | £1,786,947                   | £2,324,438                   |                              |                              |                              |                               |                               |
| £25                | £361,833                 |                            | £647,919                     | £919,376                     | £1,188,122                   | £1,725,613                   | £2,263,105                   |                              |                              |                              |                              |                               |                               |
| £50                | £293,070                 |                            | £584,463                     | £858,042                     | £1,126,788                   | £1,664,279                   | £2,201,771                   |                              |                              |                              |                              |                               |                               |
| £75                | £521,007                 |                            | £796,708                     | £1,065,454                   | £1,602,946                   | £2,140,437                   |                              |                              |                              |                              |                              |                               |                               |
| £100               | £456,842                 |                            | £735,375                     | £1,004,120                   | £1,541,612                   | £2,079,103                   |                              |                              |                              |                              |                              |                               |                               |
| £125               | £388,080                 |                            | £672,140                     | £942,787                     | £1,480,278                   | £2,017,770                   |                              |                              |                              |                              |                              |                               |                               |
| £150               | £319,317                 |                            | £608,684                     | £881,453                     | £1,418,945                   | £1,956,436                   |                              |                              |                              |                              |                              |                               |                               |
| £175               | £250,554                 |                            | £545,228                     | £820,119                     | £1,357,611                   | £1,895,102                   |                              |                              |                              |                              |                              |                               |                               |
| £200               | Indicative non-viability |                            | £481,772                     | £758,786                     | £1,296,277                   | £1,833,769                   |                              |                              |                              |                              |                              |                               |                               |
| £225               | Indicative non-viability |                            | £414,326                     | £696,361                     | £1,234,944                   | £1,772,435                   |                              |                              |                              |                              |                              |                               |                               |
| £250               | Indicative non-viability |                            | £345,564                     | £632,905                     | £1,173,610                   | £1,711,101                   |                              |                              |                              |                              |                              |                               |                               |
| £275               | Indicative non-viability |                            | £276,801                     | £569,449                     | £1,112,276                   | £1,649,768                   |                              |                              |                              |                              |                              |                               |                               |
| £300               | Indicative non-viability |                            | £505,993                     | £1,050,942                   | £1,588,434                   |                              |                              |                              |                              |                              |                              |                               |                               |

Key:

|  |   |
|--|---|
|  | RLV beneath Viability Test 1 (RLV <£250,000/ha)       |
|  | Viability Test 1 (RLV £250,000/ha to £500,000/ha)     |
|  | Viability Test 2 (RLV £500,000/ha to £850,000/ha)     |
|  | Viability Test 3 (RLV £850,000/ha to £1,500,000/ha)   |
|  | Viability Test 4 (RLV £1,500,000/ha to £1,800,000/ha) |
|  | Viability Test 5 (RLV £1,800,000/ha to £2,250,000/ha) |
|  | Viability Test 6 (RLV £2,250,000/ha to £3,500,000/ha) |
|  | Viability Test 7 (RLV >£3,500,000/ha)                 |

BLV Notes:

| EUV+ £/ha  | Notes   |
|------------|---|
| £250,000   | Greenfield Enhancement (Lower)  |
| £500,000   | Greenfield Enhancement (Upper) (Note range up to £500,000/ha could also be representative of other land types in lower value existing use)                |
| £850,000   | Industrial Land (Lower)   |
| £1,500,000 | Industrial Land (Upper)   |
| £1,800,000 | Commercial OOT land values. Includes a 20% uplift.  |
| £2,250,000 | Commercial CBD land values. Includes a 20% uplift.  |
| £3,500,000 | Residential land values. An allowance has been made for a 50% reduction for planning obligations (AH) and planning risk; 20% uplift to adjusted estimate. |

Source: Dixon Searle Partnership (2019)

Table 1m: Residual Land Value Results by Value Level & CIL Rates  
- 75 Unit Scheme - Flats (Built to Rent)

| Development Scenario | 75 Flats - Build to Rent |
|----------------------|--------------------------|
| Typical Site Type    | PDL                      |
| Net Site Area (ha)   | 1.00                     |
| Gross Site Area (ha) | 1.52                     |
| Site Density (dph)   | 75                       |

| CIL Rates £/m <sup>2</sup> | 0% AH                   | 20% AH<br>(Social Rent)  | 20% AH<br>(Sensitivity Test @ 75%<br>of Market Rent) | 30% AH<br>(Social Rent)  | 35% AH<br>(Social Rent) | 40% AH<br>(Social Rent) |
|----------------------------|-------------------------|--------------------------|--|--------------------------|-------------------------|-------------------------|
|                            | Residual Land Value (£) |                          |  |                          |                         |                         |
| £0                         | £2,596,433              | £973,585                 | £1,938,465   | Indicative non-Viability |                         |                         |
| £25                        | £2,488,692              | £854,365                 | £1,819,245   |                          |                         |                         |
| £50                        | £2,300,951              | £735,146                 | £1,700,026   |                          |                         |                         |
| £75                        | £2,153,210              | £615,927                 | £1,580,807   |                          |                         |                         |
| £100                       | £2,005,469              | £496,708                 | £1,461,588   |                          |                         |                         |
| £125                       | £1,857,728              | Indicative non-viability | £1,342,368   |                          |                         |                         |
| £150                       | £1,709,987              |                          | £1,223,149   |                          |                         |                         |
| £175                       | £1,562,246              |                          | £1,103,930   |                          |                         |                         |
| £200                       | £1,414,505              |                          | £984,711   |                          |                         |                         |
| £225                       | £1,266,764              |                          | £865,491   |                          |                         |                         |
| £250                       | £1,119,023              |                          | £746,272   |                          |                         |                         |
| £275                       | £971,282                |                          | £627,053   |                          |                         |                         |
| £300                       | £823,541                | £507,834                 |  |                          |                         |                         |
| Residual Land Value (£/Ha) |                         |                          |  |                          |                         |                         |
| £0                         | £1,708,180              | £640,516                 | £1,275,306   | Indicative non-Viability |                         |                         |
| £25                        | £1,637,297              | £562,082                 | £1,196,872   |                          |                         |                         |
| £50                        | £1,513,784              | £483,649                 | £1,118,438   |                          |                         |                         |
| £75                        | £1,416,586              | £405,215                 | £1,040,005   |                          |                         |                         |
| £100                       | £1,319,388              | £326,782                 | £961,571   |                          |                         |                         |
| £125                       | £1,222,189              | Indicative non-viability | £883,137   |                          |                         |                         |
| £150                       | £1,124,991              |                          | £804,703   |                          |                         |                         |
| £175                       | £1,027,793              |                          | £726,270   |                          |                         |                         |
| £200                       | £930,595                |                          | £647,836   |                          |                         |                         |
| £225                       | £833,397                |                          | £569,402   |                          |                         |                         |
| £250                       | £736,199                |                          | £490,968   |                          |                         |                         |
| £275                       | £639,001                |                          | £412,535   |                          |                         |                         |
| £300                       | £541,803                | £334,101                 |  |                          |                         |                         |

Key:

|  |   |
|--|---|
|  | RLV beneath Viability Test 1 (RLV <£250,000/ha)       |
|  | Viability Test 1 (RLV £250,000/ha to £500,000/ha)     |
|  | Viability Test 2 (RLV £500,000/ha to £850,000/ha)     |
|  | Viability Test 3 (RLV £850,000/ha to £1,500,000/ha)   |
|  | Viability Test 4 (RLV £1,500,000/ha to £1,800,000/ha) |
|  | Viability Test 5 (RLV £1,800,000/ha to £2,250,000/ha) |
|  | Viability Test 6 (RLV £2,250,000/ha to £3,500,000/ha) |
|  | Viability Test 7 (RLV >£3,500,000/ha)                 |

BLV Notes:

| EUV+ £/ha  | Notes   |
|------------|---|
| £250,000   | Greenfield Enhancement (Lower)  |
| £500,000   | Greenfield Enhancement (Upper) (Note range up to £500,000/ha could also be representative of other land types in lower value existing use)                |
| £850,000   | Industrial Land (Lower)   |
| £1,500,000 | Industrial Land (Upper)   |
| £1,800,000 | Commercial OOT land values. Includes a 20% uplift.  |
| £2,250,000 | Commercial CBD land values. Includes a 20% uplift.  |
| £3,500,000 | Residential land values. An allowance has been made for a 50% reduction for planning obligations (AH) and planning risk; 20% uplift to adjusted estimate. |

Source: Dixon Searle Partnership (2019)

**Table 1n: Residual Land Value Results by Value Level & CIL Rates  
- 100 Unit Scheme - Mixed**

|                      |           |
|----------------------|-----------|
| Development Scenario | 100 Mixed |
| Typical Site Type    | GF        |
| Net Site Area (ha)   | 2.50      |
| Gross Site Area (ha) | 3.50      |
| Site Density (dph)   | 40        |

| 0% AH<br>100 Mixed         |                          | Residual Land Value (£)      |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |
|----------------------------|--------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|-------------------------------|-------------------------------|
|                            |                          | VL1<br>£3,000/m <sup>2</sup> | VL2<br>£3,500/m <sup>2</sup> | VL3<br>£4,000/m <sup>2</sup> | VL4<br>£4,250/m <sup>2</sup> | VL5<br>£4,500/m <sup>2</sup> | VL6<br>£4,750/m <sup>2</sup> | VL7<br>£5,000/m <sup>2</sup> | VL8<br>£5,250/m <sup>2</sup> | VL9<br>£5,500/m <sup>2</sup> | VL10<br>£6,000/m <sup>2</sup> | VL11<br>£6,500/m <sup>2</sup> |
| CIL Rates £/m <sup>2</sup> |                          |                              |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |
| £0                         |                          | £2,506,506                   | £5,361,202                   | £8,215,897                   | £9,641,887                   | £11,067,862                  | £12,493,855                  | £13,919,840                  | £15,345,841                  | £16,771,818                  | £19,626,475                   | £22,481,167                   |
| £25                        |                          | £2,301,093                   | £5,155,788                   | £8,010,484                   | £9,436,474                   | £10,862,459                  | £12,288,442                  | £13,714,427                  | £15,140,411                  | £16,566,396                  | £19,421,073                   | £22,275,753                   |
| £50                        |                          | £2,095,680                   | £4,950,375                   | £7,805,070                   | £9,231,060                   | £10,657,045                  | £12,083,028                  | £13,509,013                  | £14,934,998                  | £16,360,983                  | £19,215,671                   | £22,070,322                   |
| £75                        |                          | £1,890,267                   | £4,744,962                   | £7,599,657                   | £9,025,648                   | £10,451,632                  | £11,877,616                  | £13,303,599                  | £14,729,584                  | £16,155,569                  | £19,010,250                   | £21,864,922                   |
| £100                       |                          | £1,684,853                   | £4,539,549                   | £7,394,244                   | £8,820,234                   | £10,246,219                  | £11,672,203                  | £13,098,188                  | £14,524,170                  | £15,950,155                  | £18,804,836                   | £21,659,522                   |
| £125                       |                          | £1,479,440                   | £4,334,135                   | £7,188,831                   | £8,614,822                   | £10,040,806                  | £11,466,789                  | £12,892,774                  | £14,318,759                  | £15,744,742                  | £18,599,422                   | £21,454,103                   |
| £150                       |                          | £1,274,027                   | £4,128,722                   | £6,983,417                   | £8,409,409                   | £9,835,392                   | £11,261,377                  | £12,687,361                  | £14,113,346                  | £15,539,331                  | £18,394,009                   | £21,248,690                   |
| £175                       |                          | £1,068,614                   | £3,923,309                   | £6,778,004                   | £8,203,996                   | £9,629,980                   | £11,055,964                  | £12,481,949                  | £13,907,932                  | £15,333,917                  | £18,188,595                   | £21,043,276                   |
| £200                       |                          |                              | £3,717,896                   | £6,572,591                   | £7,998,583                   | £9,424,567                   | £10,850,550                  | £12,276,535                  | £13,702,518                  | £15,128,503                  | £17,983,185                   | £20,837,862                   |
| £225                       | Indicative non-viability |                              | £3,512,482                   | £6,367,177                   | £7,793,169                   | £9,219,153                   | £10,645,138                  | £12,071,122                  | £13,497,107                  | £14,923,090                  | £17,777,771                   | £20,632,449                   |
| £250                       |                          |                              | £3,307,069                   | £6,161,764                   | £7,587,756                   | £9,013,741                   | £10,439,725                  | £11,865,708                  | £13,291,693                  | £14,717,678                  | £17,572,357                   | £20,427,035                   |
| £275                       |                          |                              | £3,101,656                   | £5,956,351                   | £7,382,343                   | £8,808,327                   | £10,234,311                  | £11,660,296                  | £13,086,280                  | £14,512,265                  | £17,366,944                   | £20,221,625                   |
| £300                       |                          |                              | £2,896,242                   | £5,750,938                   | £7,176,930                   | £8,602,915                   | £10,028,899                  | £11,454,883                  | £12,880,866                  | £14,306,851                  | £17,161,530                   | £20,016,211                   |
|                            |                          |                              |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |
|                            |                          | Residual Land Value (£/Ha)   |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |
| £0                         |                          | £716,145                     | £1,531,772                   | £2,347,399                   | £2,754,825                   | £3,162,246                   | £3,569,673                   | £3,977,097                   | £4,384,526                   | £4,791,948                   | £5,607,564                    | £6,423,191                    |
| £25                        |                          | £657,455                     | £1,473,082                   | £2,288,710                   | £2,696,135                   | £3,103,560                   | £3,510,983                   | £3,918,408                   | £4,325,832                   | £4,733,256                   | £5,548,878                    | £6,364,501                    |
| £50                        |                          | £598,766                     | £1,414,393                   | £2,230,020                   | £2,637,446                   | £3,044,870                   | £3,452,294                   | £3,859,718                   | £4,267,142                   | £4,674,566                   | £5,490,192                    | £6,305,806                    |
| £75                        |                          | £540,076                     | £1,355,703                   | £2,171,331                   | £2,578,757                   | £2,986,180                   | £3,393,605                   | £3,801,028                   | £4,208,453                   | £4,615,877                   | £5,431,500                    | £6,247,121                    |
| £100                       |                          | £481,387                     | £1,297,014                   | £2,112,641                   | £2,520,067                   | £2,927,491                   | £3,334,915                   | £3,742,339                   | £4,149,763                   | £4,557,187                   | £5,372,810                    | £6,188,435                    |
| £125                       |                          | £422,697                     | £1,238,324                   | £2,053,952                   | £2,461,378                   | £2,868,802                   | £3,276,226                   | £3,683,650                   | £4,091,074                   | £4,498,498                   | £5,314,121                    | £6,129,744                    |
| £150                       |                          | £364,008                     | £1,179,635                   | £1,995,262                   | £2,402,688                   | £2,810,112                   | £3,217,536                   | £3,624,960                   | £4,032,384                   | £4,439,809                   | £5,255,431                    | £6,071,054                    |
| £175                       |                          | £305,318                     | £1,120,945                   | £1,936,573                   | £2,343,999                   | £2,751,423                   | £3,158,847                   | £3,566,271                   | £3,973,695                   | £4,381,119                   | £5,196,741                    | £6,012,365                    |
| £200                       |                          |                              | £1,062,256                   | £1,877,883                   | £2,285,309                   | £2,692,733                   | £3,100,157                   | £3,507,582                   | £3,915,005                   | £4,322,430                   | £5,138,053                    | £5,953,675                    |
| £225                       | Indicative non-viability |                              | £1,003,566                   | £1,819,194                   | £2,226,620                   | £2,634,044                   | £3,041,468                   | £3,448,892                   | £3,856,316                   | £4,263,740                   | £5,079,363                    | £5,894,985                    |
| £250                       |                          |                              | £944,877                     | £1,760,504                   | £2,167,930                   | £2,575,355                   | £2,982,778                   | £3,390,202                   | £3,797,627                   | £4,205,051                   | £5,020,674                    | £5,836,296                    |
| £275                       |                          |                              | £886,187                     | £1,701,815                   | £2,109,241                   | £2,516,665                   | £2,924,089                   | £3,331,513                   | £3,738,937                   | £4,146,361                   | £4,961,984                    | £5,777,607                    |
| £300                       |                          |                              | £827,498                     | £1,643,125                   | £2,050,551                   | £2,457,976                   | £2,865,400                   | £3,272,824                   | £3,680,247                   | £4,087,672                   | £4,903,294                    | £5,718,918                    |
|                            |                          |                              |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |

| 20% AH<br>100 Mixed        |                          | Residual Land Value (£)      |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |            |
|----------------------------|--------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|-------------------------------|-------------------------------|------------|
|                            |                          | VL1<br>£3,000/m <sup>2</sup> | VL2<br>£3,500/m <sup>2</sup> | VL3<br>£4,000/m <sup>2</sup> | VL4<br>£4,250/m <sup>2</sup> | VL5<br>£4,500/m <sup>2</sup> | VL6<br>£4,750/m <sup>2</sup> | VL7<br>£5,000/m <sup>2</sup> | VL8<br>£5,250/m <sup>2</sup> | VL9<br>£5,500/m <sup>2</sup> | VL10<br>£6,000/m <sup>2</sup> | VL11<br>£6,500/m <sup>2</sup> |            |
| CIL Rates £/m <sup>2</sup> |                          |                              |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |            |
| £0                         |                          | £1,354,566                   | £3,838,483                   | £6,322,400                   | £7,563,179                   | £8,803,958                   | £10,044,738                  | £11,285,517                  | £12,526,296                  | £13,767,075                  | £16,250,992                   | £18,734,909                   |            |
| £25                        |                          | £1,185,306                   | £3,669,223                   | £6,153,140                   | £7,393,919                   | £8,634,698                   | £9,875,477                   | £11,116,257                  | £12,357,036                  | £13,597,815                  | £16,081,732                   | £18,565,649                   |            |
| £50                        |                          | £1,016,045                   | £3,499,963                   | £5,983,880                   | £7,224,659                   | £8,465,438                   | £9,706,217                   | £10,946,997                  | £12,187,776                  | £13,428,555                  | £15,912,472                   | £18,396,389                   |            |
| £75                        |                          |                              | £3,330,703                   | £5,814,620                   | £7,055,389                   | £8,296,178                   | £9,536,970                   | £10,777,736                  | £12,018,516                  | £13,259,295                  | £15,743,209                   | £18,227,129                   |            |
| £100                       | Indicative non-viability |                              | £3,161,443                   | £5,645,360                   | £6,886,139                   | £8,126,918                   | £9,367,697                   | £10,608,477                  | £11,849,255                  | £13,090,035                  | £15,573,952                   | £18,057,870                   |            |
| £125                       |                          |                              | £2,992,182                   | £5,476,100                   | £6,716,879                   | £7,957,658                   | £9,198,437                   | £10,439,229                  | £11,679,996                  | £12,920,775                  | £15,404,692                   | £17,888,609                   |            |
| £150                       |                          |                              | £2,822,922                   | £5,306,840                   | £6,547,619                   | £7,788,398                   | £9,029,177                   | £10,269,956                  | £11,510,736                  | £12,751,515                  | £15,235,432                   | £17,719,363                   |            |
| £175                       |                          |                              | £2,653,662                   | £5,137,579                   | £6,378,359                   | £7,619,138                   | £8,859,917                   | £10,100,696                  | £11,341,488                  | £12,582,255                  | £15,066,172                   | £17,550,089                   |            |
| £200                       |                          |                              | £2,484,402                   | £4,968,319                   | £6,209,099                   | £7,449,878                   | £8,690,657                   | £9,931,436                   | £11,172,216                  | £12,412,995                  | £14,896,912                   | £17,380,829                   |            |
| £225                       |                          |                              | £2,315,142                   | £4,799,059                   | £6,039,838                   | £7,280,618                   | £8,521,397                   | £9,762,176                   | £11,002,955                  | £12,243,747                  | £14,727,652                   | £17,211,570                   |            |
| £250                       |                          |                              | £2,145,882                   | £4,629,799                   | £5,870,578                   | £7,111,358                   | £8,352,137                   | £9,592,916                   | £10,833,695                  | £12,074,475                  | £14,558,392                   | £17,042,309                   |            |
| £275                       |                          |                              | £1,976,622                   | £4,460,539                   | £5,701,318                   | £6,942,097                   | £8,182,877                   | £9,423,656                   | £10,664,435                  | £11,905,214                  | £14,389,132                   | £16,873,049                   |            |
| £300                       |                          |                              | £1,807,362                   | £4,291,279                   | £5,532,058                   | £6,772,837                   | £8,013,617                   | £9,254,396                   | £10,495,175                  | £11,735,954                  | £14,219,872                   | £16,703,789                   |            |
|                            |                          | Residual Land Value (£/Ha)   |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |            |
| £0                         |                          |                              | £387,019                     | £1,096,709                   | £1,806,400                   | £2,160,908                   | £2,515,417                   | £2,869,925                   | £3,224,433                   | £3,578,942                   | £3,933,450                    | £4,643,141                    | £5,352,831 |
| £25                        |                          | £338,659                     | £1,048,349                   | £1,758,040                   | £2,112,548                   | £2,467,057                   | £2,821,565                   | £3,176,073                   | £3,530,582                   | £3,885,090                   | £4,594,780                    | £5,304,471                    |            |
| £50                        |                          | £290,299                     | £999,989                     | £1,709,680                   | £2,064,188                   | £2,418,697                   | £2,773,205                   | £3,127,713                   | £3,482,222                   | £3,836,730                   | £4,546,420                    | £5,256,111                    |            |
| £75                        |                          |                              | £951,629                     | £1,661,320                   | £2,015,825                   | £2,370,337                   | £2,724,849                   | £3,079,353                   | £3,433,862                   | £3,788,370                   | £4,498,060                    | £5,207,751                    |            |
| £100                       | Indicative non-viability |                              | £903,269                     | £1,612,960                   | £1,967,468                   | £2,321,977                   | £2,676,485                   | £3,030,993                   | £3,385,502                   | £3,740,010                   | £4,449,701                    | £5,159,391                    |            |
| £125                       |                          |                              | £854,909                     | £1,564,600                   | £1,919,108                   | £2,273,617                   | £2,628,125                   | £2,982,637                   | £3,337,142                   | £3,691,650                   | £4,401,341                    | £5,111,031                    |            |
| £150                       |                          |                              | £806,549                     | £1,516,240                   | £1,870,748                   | £2,225,257                   | £2,579,765                   | £2,934,273                   | £3,288,782                   | £3,643,290                   | £4,352,980                    | £5,062,675                    |            |
| £175                       |                          |                              | £758,189                     | £1,467,880                   | £1,822,388                   | £2,176,897                   | £2,531,405                   | £2,885,913                   | £3,240,425                   | £3,594,930                   | £4,304,620                    | £5,014,311                    |            |
| £200                       |                          |                              | £709,829                     | £1,419,520                   | £1,774,028                   | £2,128,537                   | £2,483,045                   | £2,837,553                   | £3,192,062                   | £3,546,570                   | £4,256,261                    | £4,965,951                    |            |
| £225                       |                          |                              | £661,469                     | £1,371,160                   | £1,725,668                   | £2,080,176                   | £2,434,685                   | £2,789,193                   | £3,143,702                   | £3,498,213                   | £4,207,901                    | £4,917,591                    |            |
| £250                       |                          |                              | £613,109                     | £1,322,800                   | £1,677,308                   | £2,031,816                   | £2,386,325                   | £2,740,833                   | £3,095,341                   | £3,449,850                   | £4,159,540                    | £4,869,231                    |            |
| £275                       |                          |                              | £564,749                     | £1,274,440                   | £1,628,948                   | £1,983,456                   | £2,337,965                   | £2,692,473                   | £3,046,982                   | £3,401,490                   | £4,111,180                    | £4,820,871                    |            |
| £300                       |                          |                              | £516,389                     | £1,226,080                   | £1,580,588                   | £1,935,096                   | £2,289,605                   | £2,644,113                   | £2,998,621                   | £3,353,130                   | £4,062,821                    | £4,772,511                    |            |
|                            |                          |                              |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |            |

**30% AH  
100 Mixed**

| CIL Rates £/m <sup>2</sup> | Residual Land Value (£)      |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |  |
|----------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|-------------------------------|-------------------------------|--|
|                            | VL1<br>£3,000/m <sup>2</sup> | VL2<br>£3,500/m <sup>2</sup> | VL3<br>£4,000/m <sup>2</sup> | VL4<br>£4,250/m <sup>2</sup> | VL5<br>£4,500/m <sup>2</sup> | VL6<br>£4,750/m <sup>2</sup> | VL7<br>£5,000/m <sup>2</sup> | VL8<br>£5,250/m <sup>2</sup> | VL9<br>£5,500/m <sup>2</sup> | VL10<br>£6,000/m <sup>2</sup> | VL11<br>£6,500/m <sup>2</sup> |  |
| £0                         |                              | £3,180,790                   | £5,521,445                   | £6,690,661                   | £7,859,877                   | £9,029,093                   | £10,198,309                  | £11,367,525                  | £12,536,741                  | £14,877,396                   | £17,218,051                   |  |
| £25                        |                              | £3,027,121                   | £5,367,776                   | £6,536,992                   | £7,706,208                   | £8,875,424                   | £10,044,640                  | £11,213,856                  | £12,383,072                  | £14,723,727                   | £17,064,382                   |  |
| £50                        |                              | £2,873,452                   | £5,214,107                   | £6,383,322                   | £7,552,538                   | £8,721,754                   | £9,890,970                   | £11,060,186                  | £12,229,402                  | £14,570,057                   | £16,910,712                   |  |
| £75                        |                              | £2,719,782                   | £5,060,437                   | £6,229,653                   | £7,398,869                   | £8,568,085                   | £9,737,301                   | £10,906,517                  | £12,075,733                  | £14,416,388                   | £16,757,043                   |  |
| £100                       |                              | £2,566,113                   | £4,906,771                   | £6,075,984                   | £7,245,200                   | £8,414,416                   | £9,583,632                   | £10,752,848                  | £11,922,064                  | £14,262,719                   | £16,603,374                   |  |
| £125                       |                              | £2,412,444                   | £4,753,099                   | £5,922,315                   | £7,091,531                   | £8,260,747                   | £9,429,963                   | £10,599,179                  | £11,768,395                  | £14,109,049                   | £16,449,704                   |  |
| £150                       |                              | £2,258,774                   | £4,599,429                   | £5,768,645                   | £6,937,863                   | £8,107,077                   | £9,276,294                   | £10,445,509                  | £11,614,725                  | £13,955,381                   | £16,296,035                   |  |
| £175                       |                              | £2,105,105                   | £4,445,760                   | £5,614,976                   | £6,784,192                   | £7,953,408                   | £9,122,624                   | £10,291,840                  | £11,461,056                  | £13,801,711                   | £16,142,365                   |  |
| £200                       |                              | £1,951,428                   | £4,292,091                   | £5,461,307                   | £6,630,523                   | £7,799,739                   | £8,968,955                   | £10,138,171                  | £11,307,387                  | £13,648,042                   | £15,988,697                   |  |
| £225                       |                              | £1,797,766                   | £4,138,421                   | £5,307,637                   | £6,476,854                   | £7,646,070                   | £8,815,286                   | £9,984,502                   | £11,153,718                  | £13,494,372                   | £15,835,028                   |  |
| £250                       |                              | £1,644,097                   | £3,984,752                   | £5,153,968                   | £6,323,184                   | £7,492,400                   | £8,661,616                   | £9,830,833                   | £11,000,062                  | £13,340,703                   | £15,681,358                   |  |
| £275                       |                              | £1,490,428                   | £3,831,083                   | £5,000,299                   | £6,169,515                   | £7,338,731                   | £8,507,947                   | £9,677,163                   | £10,846,379                  | £13,187,034                   | £15,527,689                   |  |
| £300                       |                              | £1,336,758                   | £3,677,413                   | £4,846,629                   | £6,015,846                   | £7,185,062                   | £8,354,278                   | £9,523,494                   | £10,692,710                  | £13,033,365                   | £15,374,019                   |  |
|                            |                              | Residual Land Value (£/Ha)   |                              |                              |                              |                              |                              |                              |                              |                               |                               |  |
| £0                         |                              | £908,797                     | £1,577,556                   | £1,911,617                   | £2,245,679                   | £2,579,741                   | £2,913,803                   | £3,247,864                   | £3,581,926                   | £4,250,685                    | £4,919,443                    |  |
| £25                        |                              | £864,892                     | £1,533,650                   | £1,867,712                   | £2,201,774                   | £2,535,835                   | £2,869,897                   | £3,203,959                   | £3,538,020                   | £4,206,779                    | £4,875,538                    |  |
| £50                        |                              | £820,986                     | £1,489,745                   | £1,823,806                   | £2,157,868                   | £2,491,930                   | £2,825,991                   | £3,160,053                   | £3,494,115                   | £4,162,874                    | £4,831,632                    |  |
| £75                        |                              | £777,081                     | £1,445,839                   | £1,779,901                   | £2,113,963                   | £2,448,024                   | £2,782,086                   | £3,116,148                   | £3,450,209                   | £4,118,968                    | £4,787,727                    |  |
| £100                       |                              | £733,175                     | £1,401,935                   | £1,735,995                   | £2,070,057                   | £2,404,119                   | £2,738,181                   | £3,072,242                   | £3,406,304                   | £4,075,062                    | £4,743,821                    |  |
| £125                       |                              | £689,270                     | £1,358,028                   | £1,692,090                   | £2,026,152                   | £2,360,213                   | £2,694,275                   | £3,028,337                   | £3,362,399                   | £4,031,157                    | £4,699,915                    |  |
| £150                       |                              | £645,364                     | £1,314,123                   | £1,648,184                   | £1,982,247                   | £2,316,308                   | £2,650,370                   | £2,984,431                   | £3,318,493                   | £3,987,252                    | £4,656,010                    |  |
| £175                       |                              | £601,459                     | £1,270,217                   | £1,604,279                   | £1,938,341                   | £2,272,402                   | £2,606,464                   | £2,940,526                   | £3,274,587                   | £3,943,346                    | £4,612,104                    |  |
| £200                       |                              | £557,551                     | £1,226,312                   | £1,560,373                   | £1,894,435                   | £2,228,497                   | £2,562,559                   | £2,896,620                   | £3,230,682                   | £3,899,441                    | £4,568,199                    |  |
| £225                       |                              | £513,648                     | £1,182,406                   | £1,516,468                   | £1,850,530                   | £2,184,591                   | £2,518,653                   | £2,852,715                   | £3,186,777                   | £3,855,535                    | £4,524,294                    |  |
| £250                       |                              | £469,742                     | £1,138,501                   | £1,472,562                   | £1,806,624                   | £2,140,686                   | £2,474,748                   | £2,808,809                   | £3,142,875                   | £3,811,629                    | £4,480,388                    |  |
| £275                       |                              | £425,836                     | £1,094,595                   | £1,428,657                   | £1,762,719                   | £2,096,780                   | £2,430,842                   | £2,764,904                   | £3,098,965                   | £3,767,724                    | £4,436,483                    |  |
| £300                       |                              | £381,931                     | £1,050,690                   | £1,384,751                   | £1,718,813                   | £2,052,875                   | £2,386,937                   | £2,720,998                   | £3,055,060                   | £3,723,819                    | £4,392,577                    |  |

**35% AH  
100 Mixed**

| CIL Rates £/m <sup>2</sup> | Residual Land Value (£)      |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |  |
|----------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|-------------------------------|-------------------------------|--|
|                            | VL1<br>£3,000/m <sup>2</sup> | VL2<br>£3,500/m <sup>2</sup> | VL3<br>£4,000/m <sup>2</sup> | VL4<br>£4,250/m <sup>2</sup> | VL5<br>£4,500/m <sup>2</sup> | VL6<br>£4,750/m <sup>2</sup> | VL7<br>£5,000/m <sup>2</sup> | VL8<br>£5,250/m <sup>2</sup> | VL9<br>£5,500/m <sup>2</sup> | VL10<br>£6,000/m <sup>2</sup> | VL11<br>£6,500/m <sup>2</sup> |  |
| £0                         |                              | £2,733,863                   | £4,950,774                   | £6,058,177                   | £7,165,580                   | £8,272,983                   | £9,380,386                   | £10,487,789                  | £11,595,192                  | £13,812,104                   | £16,029,015                   |  |
| £25                        |                              | £2,591,363                   | £4,808,274                   | £5,915,677                   | £7,023,080                   | £8,130,483                   | £9,237,886                   | £10,345,289                  | £11,452,692                  | £13,669,603                   | £15,886,515                   |  |
| £50                        |                              | £2,448,862                   | £4,665,773                   | £5,773,176                   | £6,880,579                   | £7,987,982                   | £9,095,385                   | £10,202,788                  | £11,310,192                  | £13,527,103                   | £15,744,015                   |  |
| £75                        |                              | £2,306,362                   | £4,523,273                   | £5,630,676                   | £6,738,079                   | £7,845,482                   | £8,952,885                   | £10,060,288                  | £11,167,691                  | £13,384,603                   | £15,601,514                   |  |
| £100                       |                              | £2,163,862                   | £4,380,773                   | £5,488,176                   | £6,595,579                   | £7,702,981                   | £8,810,385                   | £9,917,788                   | £11,025,191                  | £13,242,102                   | £15,459,014                   |  |
| £125                       |                              | £2,021,361                   | £4,238,273                   | £5,345,676                   | £6,453,079                   | £7,560,481                   | £8,667,885                   | £9,775,287                   | £10,882,690                  | £13,099,602                   | £15,316,513                   |  |
| £150                       |                              | £1,878,861                   | £4,095,772                   | £5,203,175                   | £6,310,578                   | £7,417,981                   | £8,525,384                   | £9,632,787                   | £10,740,190                  | £12,957,101                   | £15,174,013                   |  |
| £175                       |                              | £1,736,361                   | £3,953,272                   | £5,060,675                   | £6,168,078                   | £7,275,481                   | £8,382,884                   | £9,490,287                   | £10,597,690                  | £12,814,601                   | £15,031,512                   |  |
| £200                       |                              | £1,593,860                   | £3,810,772                   | £4,918,175                   | £6,025,578                   | £7,132,981                   | £8,240,384                   | £9,347,786                   | £10,455,190                  | £12,672,100                   | £14,889,012                   |  |
| £225                       |                              | £1,451,360                   | £3,668,271                   | £4,775,674                   | £5,883,078                   | £6,990,486                   | £8,097,883                   | £9,205,286                   | £10,312,689                  | £12,529,601                   | £14,746,511                   |  |
| £250                       |                              | £1,308,859                   | £3,525,771                   | £4,633,174                   | £5,740,577                   | £6,847,980                   | £7,955,383                   | £9,062,786                   | £10,170,185                  | £12,387,100                   | £14,604,012                   |  |
| £275                       |                              | £1,166,359                   | £3,383,271                   | £4,490,674                   | £5,598,077                   | £6,705,480                   | £7,812,883                   | £8,920,286                   | £10,027,689                  | £12,244,600                   | £14,461,512                   |  |
| £300                       |                              | £1,023,859                   | £3,240,770                   | £4,348,173                   | £5,455,577                   | £6,562,980                   | £7,670,383                   | £8,777,786                   | £9,885,188                   | £12,102,100                   | £14,319,011                   |  |
|                            |                              | Residual Land Value (£/Ha)   |                              |                              |                              |                              |                              |                              |                              |                               |                               |  |
| £0                         |                              | £781,104                     | £1,414,507                   | £1,730,908                   | £2,047,309                   | £2,363,709                   | £2,680,110                   | £2,996,511                   | £3,312,912                   | £3,946,315                    | £4,579,719                    |  |
| £25                        |                              | £740,389                     | £1,373,792                   | £1,690,193                   | £2,006,594                   | £2,322,995                   | £2,639,396                   | £2,955,797                   | £3,272,198                   | £3,905,601                    | £4,539,004                    |  |
| £50                        |                              | £699,675                     | £1,333,078                   | £1,649,479                   | £1,965,880                   | £2,282,281                   | £2,598,682                   | £2,915,082                   | £3,231,483                   | £3,864,887                    | £4,498,290                    |  |
| £75                        |                              | £658,961                     | £1,292,364                   | £1,608,765                   | £1,925,165                   | £2,241,566                   | £2,557,967                   | £2,874,368                   | £3,190,769                   | £3,824,172                    | £4,457,575                    |  |
| £100                       |                              | £618,246                     | £1,251,649                   | £1,568,050                   | £1,884,451                   | £2,200,852                   | £2,517,253                   | £2,833,654                   | £3,150,054                   | £3,783,458                    | £4,416,861                    |  |
| £125                       |                              | £577,532                     | £1,210,935                   | £1,527,336                   | £1,843,737                   | £2,160,138                   | £2,476,538                   | £2,792,939                   | £3,109,340                   | £3,742,743                    | £4,376,147                    |  |
| £150                       |                              | £536,817                     | £1,170,221                   | £1,486,622                   | £1,803,022                   | £2,119,423                   | £2,435,824                   | £2,752,225                   | £3,068,626                   | £3,702,029                    | £4,335,432                    |  |
| £175                       |                              | £496,103                     | £1,129,506                   | £1,445,907                   | £1,762,308                   | £2,078,709                   | £2,395,110                   | £2,711,511                   | £3,027,911                   | £3,661,315                    | £4,294,718                    |  |
| £200                       |                              | £455,389                     | £1,088,792                   | £1,405,193                   | £1,721,594                   | £2,037,994                   | £2,354,395                   | £2,670,796                   | £2,987,197                   | £3,620,600                    | £4,254,003                    |  |
| £225                       |                              | £414,674                     | £1,048,077                   | £1,364,478                   | £1,680,879                   | £1,997,282                   | £2,313,681                   | £2,630,082                   | £2,946,483                   | £3,579,886                    | £4,213,289                    |  |
| £250                       |                              | £373,960                     | £1,007,363                   | £1,323,764                   | £1,640,165                   | £1,956,566                   | £2,272,967                   | £2,589,367                   | £2,905,767                   | £3,539,172                    | £4,172,575                    |  |
| £275                       |                              | £333,245                     | £966,649                     | £1,283,050                   | £1,599,451                   | £1,915,851                   | £2,232,252                   | £2,548,653                   | £2,865,054                   | £3,498,457                    | £4,131,860                    |  |
| £300                       |                              | £292,531                     | £925,934                     | £1,242,335                   | £1,558,736                   | £1,875,137                   | £2,191,538                   | £2,507,939                   | £2,824,340                   | £3,457,743                    | £4,091,146                    |  |

| 40% AH<br>100 Mixed        |                          | Residual Land Value (£)  |                       |                       |                       |                       |                       |                       |                       |                       |                       |  |
|----------------------------|--------------------------|--------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|--|
| CIL Rates £/m <sup>2</sup> | VL1                      | VL2                      | VL3                   | VL4                   | VL5                   | VL6                   | VL7                   | VL8                   | VL9                   | VL10                  | VL11                  |  |
|                            | £3,000/m <sup>2</sup>    | £3,500/m <sup>2</sup>    | £4,000/m <sup>2</sup> | £4,250/m <sup>2</sup> | £4,500/m <sup>2</sup> | £4,750/m <sup>2</sup> | £5,000/m <sup>2</sup> | £5,250/m <sup>2</sup> | £5,500/m <sup>2</sup> | £6,000/m <sup>2</sup> | £6,500/m <sup>2</sup> |  |
| £0                         | Indicative non-viability | £2,390,602               | £4,525,897            | £5,592,530            | £6,659,163            | £7,725,797            | £8,792,430            | £9,859,064            | £10,925,697           | £13,060,992           | £15,196,287           |  |
| £25                        |                          | £2,256,785               | £4,392,079            | £5,458,713            | £6,525,346            | £7,591,979            | £8,658,613            | £9,725,246            | £10,791,880           | £12,927,175           | £15,062,469           |  |
| £50                        |                          | £2,122,968               | £4,258,262            | £5,324,895            | £6,391,529            | £7,458,162            | £8,524,796            | £9,591,429            | £10,658,063           | £12,793,357           | £14,928,652           |  |
| £75                        |                          | £1,989,151               | £4,124,445            | £5,191,078            | £6,257,712            | £7,324,345            | £8,390,978            | £9,457,612            | £10,524,245           | £12,659,540           | £14,794,835           |  |
| £100                       |                          | £1,855,334               | £3,990,628            | £5,057,261            | £6,123,894            | £7,190,528            | £8,257,161            | £9,323,795            | £10,390,428           | £12,525,723           | £14,661,017           |  |
| £125                       |                          | £1,721,516               | £3,856,811            | £4,923,444            | £5,990,077            | £7,056,711            | £8,123,344            | £9,189,977            | £10,256,611           | £12,391,905           | £14,527,200           |  |
| £150                       |                          | £1,587,699               | £3,722,994            | £4,789,627            | £5,856,260            | £6,922,893            | £7,989,527            | £9,056,160            | £10,122,794           | £12,258,088           | £14,393,383           |  |
| £175                       |                          | £1,453,882               | £3,589,177            | £4,655,815            | £5,722,443            | £6,789,076            | £7,855,709            | £8,922,343            | £9,988,976            | £12,124,271           | £14,259,566           |  |
| £200                       |                          | £1,320,065               | £3,455,360            | £4,521,993            | £5,588,626            | £6,655,260            | £7,721,893            | £8,788,526            | £9,855,159            | £11,990,454           | £14,125,748           |  |
| £225                       |                          | £1,186,248               | £3,321,542            | £4,388,176            | £5,454,809            | £6,521,442            | £7,588,075            | £8,654,709            | £9,721,342            | £11,856,636           | £13,991,931           |  |
| £250                       |                          | £1,052,431               | £3,187,725            | £4,254,359            | £5,320,992            | £6,387,625            | £7,454,259            | £8,520,892            | £9,587,525            | £11,722,819           | £13,858,114           |  |
| £275                       |                          | £918,613                 | £3,053,902            | £4,120,542            | £5,187,175            | £6,253,808            | £7,320,441            | £8,387,075            | £9,453,708            | £11,589,003           | £13,724,297           |  |
| £300                       |                          | Indicative non-viability | £2,920,091            | £3,986,724            | £5,053,358            | £6,119,991            | £7,186,624            | £8,253,258            | £9,319,891            | £11,455,185           | £13,590,479           |  |
| Residual Land Value (£/Ha) |                          |                          |                       |                       |                       |                       |                       |                       |                       |                       |                       |  |
| £0                         | Indicative non-viability | £683,029                 | £1,293,113            | £1,597,866            | £1,902,618            | £2,207,370            | £2,512,123            | £2,816,875            | £3,121,628            | £3,731,712            | £4,341,796            |  |
| £25                        |                          | £644,796                 | £1,254,880            | £1,559,632            | £1,864,385            | £2,169,137            | £2,473,889            | £2,778,642            | £3,083,394            | £3,693,478            | £4,303,563            |  |
| £50                        |                          | £606,562                 | £1,216,646            | £1,521,399            | £1,826,151            | £2,130,903            | £2,435,656            | £2,740,408            | £3,045,161            | £3,655,245            | £4,265,329            |  |
| £75                        |                          | £568,329                 | £1,178,413            | £1,483,165            | £1,787,918            | £2,092,670            | £2,397,422            | £2,702,175            | £3,006,927            | £3,617,011            | £4,227,096            |  |
| £100                       |                          | £530,095                 | £1,140,180            | £1,444,932            | £1,749,684            | £2,054,437            | £2,359,189            | £2,663,941            | £2,968,694            | £3,578,778            | £4,188,862            |  |
| £125                       |                          | £491,862                 | £1,101,946            | £1,406,698            | £1,711,451            | £2,016,203            | £2,320,955            | £2,625,708            | £2,930,460            | £3,540,544            | £4,150,629            |  |
| £150                       |                          | £453,628                 | £1,063,713            | £1,368,465            | £1,673,217            | £1,977,970            | £2,282,722            | £2,587,474            | £2,892,227            | £3,502,311            | £4,112,395            |  |
| £175                       |                          | £415,395                 | £1,025,479            | £1,330,233            | £1,634,984            | £1,939,736            | £2,244,488            | £2,549,241            | £2,853,993            | £3,464,077            | £4,074,162            |  |
| £200                       |                          | £377,161                 | £987,246              | £1,291,998            | £1,596,750            | £1,901,503            | £2,206,255            | £2,511,007            | £2,815,760            | £3,425,844            | £4,035,928            |  |
| £225                       |                          | £338,928                 | £949,012              | £1,253,765            | £1,558,517            | £1,863,269            | £2,168,022            | £2,472,774            | £2,777,526            | £3,387,610            | £3,997,695            |  |
| £250                       |                          | £300,694                 | £910,779              | £1,215,531            | £1,520,283            | £1,825,036            | £2,129,788            | £2,434,540            | £2,739,293            | £3,349,377            | £3,959,461            |  |
| £275                       |                          | £262,461                 | £872,544              | £1,177,298            | £1,482,050            | £1,786,802            | £2,091,555            | £2,396,307            | £2,701,059            | £3,311,144            | £3,921,228            |  |
| £300                       |                          | Indicative non-viability | £834,312              | £1,139,064            | £1,443,817            | £1,748,569            | £2,053,321            | £2,358,074            | £2,662,826            | £3,272,910            | £3,882,994            |  |

Key:

|   |
|---|
| RLV beneath Viability Test 1 (RLV <£250,000/ha)       |
| Viability Test 1 (RLV £250,000/ha to £500,000/ha)     |
| Viability Test 2 (RLV £500,000/ha to £850,000/ha)     |
| Viability Test 3 (RLV £850,000/ha to £1,500,000/ha)   |
| Viability Test 4 (RLV £1,500,000/ha to £1,800,000/ha) |
| Viability Test 5 (RLV £1,800,000/ha to £2,250,000/ha) |
| Viability Test 6 (RLV £2,250,000/ha to £3,500,000/ha) |
| Viability Test 7 (RLV >£3,500,000/ha)                 |

BLV Notes:

| EUV+ £/ha  | Notes   |
|------------|---|
| £250,000   | Greenfield Enhancement (Lower)  |
| £500,000   | Greenfield Enhancement (Upper) (Note range up to £500,000/ha could also be representative of other land types in lower value existing use)                |
| £850,000   | Industrial Land (Lower)   |
| £1,500,000 | Industrial Land (Upper)   |
| £1,800,000 | Commercial OOT land values. Includes a 20% uplift.  |
| £2,250,000 | Commercial CBD land values. Includes a 20% uplift.  |
| £3,500,000 | Residential land values. An allowance has been made for a 50% reduction for planning obligations (AH) and planning risk; 20% uplift to adjusted estimate. |

Source: Dixon Searle Partnership (2019)

**Table 1o: Residual Land Value Results by Value Level & CIL Rates  
- 250 Unit Scheme - Mixed**

|                             |                  |
|-----------------------------|------------------|
| <b>Development Scenario</b> | <b>250 Mixed</b> |
| <b>Typical Site Type</b>    | <b>GF</b>        |
| <b>Net Site Area (ha)</b>   | <b>6.25</b>      |
| <b>Gross Site Area (ha)</b> | <b>8.75</b>      |
| <b>Site Density (dph)</b>   | <b>40</b>        |

| <b>0% AH<br/>250 Mixed</b> |                          | Residual Land Value (£)      |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |
|----------------------------|--------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|-------------------------------|-------------------------------|
|                            |                          | VL1<br>£3,000/m <sup>2</sup> | VL2<br>£3,500/m <sup>2</sup> | VL3<br>£4,000/m <sup>2</sup> | VL4<br>£4,250/m <sup>2</sup> | VL5<br>£4,500/m <sup>2</sup> | VL6<br>£4,750/m <sup>2</sup> | VL7<br>£5,000/m <sup>2</sup> | VL8<br>£5,250/m <sup>2</sup> | VL9<br>£5,500/m <sup>2</sup> | VL10<br>£6,000/m <sup>2</sup> | VL11<br>£6,500/m <sup>2</sup> |
| £0                         |                          | £6,064,064                   | £12,845,009                  | £19,624,973                  | £23,011,284                  | £26,397,596                  | £29,783,907                  | £33,170,218                  | £36,556,529                  | £39,942,840                  | £46,721,656                   | £53,499,783                   |
| £25                        |                          | £5,551,405                   | £12,332,352                  | £19,112,313                  | £22,498,625                  | £25,884,936                  | £29,271,247                  | £32,657,558                  | £36,043,869                  | £39,430,180                  | £46,208,996                   | £52,987,123                   |
| £50                        |                          | £5,038,745                   | £11,819,698                  | £18,599,653                  | £21,985,965                  | £25,372,276                  | £28,758,587                  | £32,144,898                  | £35,531,209                  | £38,917,520                  | £45,696,336                   | £52,474,463                   |
| £75                        |                          | £4,526,085                   | £11,307,042                  | £18,086,994                  | £21,473,305                  | £24,859,616                  | £28,245,927                  | £31,632,238                  | £35,018,549                  | £38,404,860                  | £45,183,676                   | £51,961,802                   |
| £100                       |                          | £4,013,425                   | £10,794,385                  | £17,574,334                  | £20,960,645                  | £24,346,956                  | £27,733,267                  | £31,119,578                  | £34,505,889                  | £37,892,200                  | £44,671,016                   | £51,449,142                   |
| £125                       |                          | £3,500,766                   | £10,281,726                  | £17,061,674                  | £20,447,985                  | £23,834,296                  | £27,220,607                  | £30,606,918                  | £33,993,229                  | £37,379,541                  | £44,158,356                   | £50,936,482                   |
| £150                       |                          | £2,988,106                   | £9,769,067                   | £16,548,985                  | £19,935,325                  | £23,321,636                  | £26,707,947                  | £30,094,258                  | £33,480,570                  | £36,866,881                  | £43,645,696                   | £50,423,822                   |
| £175                       |                          | £2,475,446                   | £9,256,408                   | £16,036,331                  | £19,422,631                  | £22,808,976                  | £26,195,287                  | £29,581,598                  | £32,967,910                  | £36,354,221                  | £43,133,036                   | £49,911,162                   |
| £200                       |                          |                              | £8,743,750                   | £15,523,681                  | £18,909,978                  | £22,296,316                  | £25,682,627                  | £29,068,939                  | £32,455,250                  | £35,841,561                  | £42,620,376                   | £49,398,502                   |
| £225                       | Indicative non-viability |                              | £8,231,080                   | £15,011,025                  | £18,397,325                  | £21,783,622                  | £25,169,968                  | £28,556,279                  | £31,942,590                  | £35,328,901                  | £42,107,716                   | £48,885,842                   |
| £250                       |                          |                              | £7,718,430                   | £14,498,368                  | £17,884,664                  | £21,270,968                  | £24,657,274                  | £28,043,619                  | £31,429,930                  | £34,816,241                  | £41,595,056                   | £48,373,182                   |
| £275                       |                          |                              | £7,205,771                   | £13,985,710                  | £17,372,009                  | £20,758,312                  | £24,144,614                  | £27,530,959                  | £30,917,270                  | £34,303,581                  | £41,082,396                   | £47,860,522                   |
| £300                       |                          |                              | £6,693,111                   | £13,473,052                  | £16,859,354                  | £20,245,653                  | £23,631,960                  | £27,018,265                  | £30,404,610                  | £33,790,921                  | £40,569,736                   | £47,347,862                   |
|                            |                          |                              |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |
|                            |                          | Residual Land Value (£/Ha)   |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |
| £0                         |                          | £693,036                     | £1,468,001                   | £2,242,854                   | £2,629,861                   | £3,016,868                   | £3,403,875                   | £3,790,882                   | £4,177,889                   | £4,564,896                   | £5,339,618                    | £6,114,261                    |
| £25                        |                          | £634,446                     | £1,409,412                   | £2,184,264                   | £2,571,271                   | £2,958,278                   | £3,345,285                   | £3,732,292                   | £4,119,299                   | £4,506,306                   | £5,281,028                    | £6,055,671                    |
| £50                        |                          | £575,857                     | £1,350,823                   | £2,125,675                   | £2,512,682                   | £2,899,689                   | £3,286,696                   | £3,673,703                   | £4,060,710                   | £4,447,717                   | £5,222,438                    | £5,997,081                    |
| £75                        |                          | £517,267                     | £1,292,233                   | £2,067,085                   | £2,454,092                   | £2,841,099                   | £3,228,106                   | £3,615,113                   | £4,002,120                   | £4,389,127                   | £5,163,849                    | £5,938,492                    |
| £100                       |                          | £458,677                     | £1,233,644                   | £2,008,495                   | £2,395,502                   | £2,782,509                   | £3,169,516                   | £3,556,523                   | £3,943,530                   | £4,330,537                   | £5,105,259                    | £5,879,902                    |
| £125                       |                          | £400,087                     | £1,175,054                   | £1,949,906                   | £2,336,913                   | £2,723,920                   | £3,110,927                   | £3,497,934                   | £3,884,941                   | £4,271,947                   | £5,046,669                    | £5,821,312                    |
| £150                       |                          | £341,498                     | £1,116,465                   | £1,891,313                   | £2,278,323                   | £2,665,330                   | £3,052,337                   | £3,439,344                   | £3,826,351                   | £4,213,358                   | £4,988,080                    | £5,762,723                    |
| £175                       |                          | £282,908                     | £1,057,875                   | £1,832,724                   | £2,219,729                   | £2,606,740                   | £2,993,747                   | £3,380,754                   | £3,767,761                   | £4,154,768                   | £4,929,490                    | £5,704,133                    |
| £200                       | Indicative non-viability |                              | £999,286                     | £1,774,135                   | £2,161,140                   | £2,548,150                   | £2,935,157                   | £3,322,164                   | £3,709,171                   | £4,096,178                   | £4,870,900                    | £5,645,543                    |
| £225                       |                          |                              | £940,695                     | £1,715,546                   | £2,102,551                   | £2,489,557                   | £2,876,568                   | £3,263,575                   | £3,650,582                   | £4,037,589                   | £4,812,310                    | £5,586,953                    |
| £250                       |                          |                              | £882,106                     | £1,656,956                   | £2,043,962                   | £2,430,968                   | £2,817,974                   | £3,204,985                   | £3,591,992                   | £3,978,999                   | £4,753,721                    | £5,528,364                    |
| £275                       |                          |                              | £823,517                     | £1,598,367                   | £1,985,372                   | £2,372,379                   | £2,759,384                   | £3,146,395                   | £3,533,402                   | £3,920,409                   | £4,695,131                    | £5,469,774                    |
| £300                       |                          |                              | £764,927                     | £1,539,777                   | £1,926,783                   | £2,313,789                   | £2,700,795                   | £3,087,802                   | £3,474,813                   | £3,861,820                   | £4,636,541                    | £5,411,184                    |

| <b>20% AH<br/>250 Mixed</b> |                          | Residual Land Value (£)      |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |
|-----------------------------|--------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|-------------------------------|-------------------------------|
|                             |                          | VL1<br>£3,000/m <sup>2</sup> | VL2<br>£3,500/m <sup>2</sup> | VL3<br>£4,000/m <sup>2</sup> | VL4<br>£4,250/m <sup>2</sup> | VL5<br>£4,500/m <sup>2</sup> | VL6<br>£4,750/m <sup>2</sup> | VL7<br>£5,000/m <sup>2</sup> | VL8<br>£5,250/m <sup>2</sup> | VL9<br>£5,500/m <sup>2</sup> | VL10<br>£6,000/m <sup>2</sup> | VL11<br>£6,500/m <sup>2</sup> |
| £0                          |                          | £3,446,540                   | £9,378,187                   | £15,309,789                  | £18,272,809                  | £21,235,804                  | £24,198,798                  | £27,161,793                  | £30,124,788                  | £33,087,782                  | £39,019,405                   | £44,951,027                   |
| £25                         |                          | £3,021,948                   | £8,953,598                   | £14,885,203                  | £17,848,217                  | £20,811,212                  | £23,774,206                  | £26,737,201                  | £29,700,196                  | £32,663,191                  | £38,594,813                   | £44,526,436                   |
| £50                         |                          | £2,597,357                   | £8,529,008                   | £14,460,615                  | £17,423,597                  | £20,386,620                  | £23,349,615                  | £26,312,609                  | £29,275,604                  | £32,238,599                  | £38,170,221                   | £44,101,844                   |
| £75                         | Indicative non-viability |                              | £8,104,416                   | £14,036,027                  | £16,999,011                  | £19,962,028                  | £22,925,023                  | £25,888,018                  | £28,851,012                  | £31,814,007                  | £37,745,630                   | £43,677,252                   |
| £100                        |                          |                              | £7,679,824                   | £13,611,438                  | £16,574,424                  | £19,537,408                  | £22,500,431                  | £25,463,426                  | £28,426,421                  | £31,389,415                  | £37,321,038                   | £43,252,660                   |
| £125                        |                          |                              | £7,255,233                   | £13,186,850                  | £16,149,837                  | £19,112,822                  | £22,075,806                  | £25,038,834                  | £28,001,829                  | £30,964,823                  | £36,896,446                   | £42,828,068                   |
| £150                        |                          |                              | £6,830,641                   | £12,762,261                  | £15,725,248                  | £18,688,235                  | £21,651,220                  | £24,614,242                  | £27,577,237                  | £30,540,232                  | £36,471,854                   | £42,403,477                   |
| £175                        |                          |                              | £6,406,049                   | £12,337,671                  | £15,300,661                  | £18,263,648                  | £21,226,629                  | £24,189,620                  | £27,152,645                  | £30,115,640                  | £36,047,262                   | £41,978,885                   |
| £200                        |                          |                              | £5,981,457                   | £11,913,079                  | £14,876,071                  | £17,839,060                  | £20,802,043                  | £23,765,029                  | £26,728,020                  | £29,691,048                  | £35,622,671                   | £41,554,293                   |
| £225                        |                          |                              | £5,556,866                   | £11,488,487                  | £14,451,480                  | £17,414,471                  | £20,377,456                  | £23,340,443                  | £26,303,429                  | £29,266,456                  | £35,198,079                   | £41,129,701                   |
| £250                        |                          |                              | £5,132,274                   | £11,063,895                  | £14,026,889                  | £16,989,881                  | £19,952,868                  | £22,915,856                  | £25,878,843                  | £28,841,829                  | £34,773,487                   | £40,705,109                   |
| £275                        |                          |                              | £4,707,682                   | £10,639,304                  | £13,602,297                  | £16,565,290                  | £19,528,280                  | £22,491,265                  | £25,454,253                  | £28,417,244                  | £34,348,895                   | £40,280,518                   |
| £300                        |                          |                              | £4,283,090                   | £10,214,712                  | £13,177,706                  | £16,140,700                  | £19,103,691                  | £22,066,678                  | £25,029,666                  | £27,992,653                  | £33,924,263                   | £39,855,926                   |
|                             |                          | Residual Land Value (£/Ha)   |                              |                              |                              |                              |                              |                              |                              |                              |                               |                               |
| £0                          |                          | £393,890                     | £1,071,793                   | £1,749,690                   | £2,088,321                   | £2,426,949                   | £2,765,577                   | £3,104,205                   | £3,442,833                   | £3,781,461                   | £4,459,361                    | £5,137,260                    |
| £25                         |                          | £345,366                     | £1,023,268                   | £1,701,166                   | £2,039,796                   | £2,378,424                   | £2,717,052                   | £3,055,680                   | £3,394,308                   | £3,732,936                   | £4,410,836                    | £5,088,736                    |
| £50                         |                          | £296,841                     | £974,744                     | £1,652,642                   | £1,991,268                   | £2,329,899                   | £2,668,527                   | £3,007,155                   | £3,345,783                   | £3,684,411                   | £4,362,311                    | £5,040,211                    |
| £75                         | Indicative non-viability |                              | £926,219                     | £1,604,117                   | £1,942,744                   | £2,281,375                   | £2,620,003                   | £2,958,631                   | £3,297,259                   | £3,635,887                   | £4,313,786                    | £4,991,686                    |
| £100                        |                          |                              | £877,694                     | £1,555,593                   | £1,894,220                   | £2,232,847                   | £2,571,478                   | £2,910,106                   | £3,248,734                   | £3,587,362                   | £4,265,261                    | £4,943,161                    |
| £125                        |                          |                              | £829,169                     | £1,507,069                   | £1,845,696                   | £2,184,322                   | £2,522,949                   | £2,861,581                   | £3,200,209                   | £3,538,837                   | £4,216,737                    | £4,894,636                    |
| £150                        |                          |                              | £780,645                     | £1,458,544                   | £1,797,171                   | £2,135,798                   | £2,474,425                   | £2,813,056                   | £3,151,684                   | £3,490,312                   | £4,168,212                    | £4,846,112                    |
| £175                        |                          |                              | £732,120                     | £1,410,019                   | £1,748,647                   | £2,087,274                   | £2,425,900                   | £2,764,528                   | £3,103,159                   | £3,441,787                   | £4,119,687                    | £4,797,587                    |
| £200                        |                          |                              | £683,595                     | £1,361,495                   | £1,700,122                   | £2,038,750                   | £2,377,376                   | £2,716,003                   | £3,054,631                   | £3,393,263                   | £4,071,162                    | £4,749,062                    |
| £225                        |                          |                              | £635,070                     | £1,312,970                   | £1,651,598                   | £1,990,225                   | £2,328,852                   | £2,667,479                   | £3,006,106                   | £3,344,738                   | £4,022,638                    | £4,700,537                    |
| £250                        |                          |                              | £586,546                     | £1,264,445                   | £1,603,073                   | £1,941,701                   | £2,280,328                   | £2,618,955                   | £2,957,582                   | £3,296,209                   | £3,974,113                    | £4,652,013                    |
| £275                        |                          |                              | £538,021                     | £1,215,920                   | £1,554,548                   | £1,893,176                   | £2,231,803                   | £2,570,430                   | £2,909,057                   | £3,247,685                   | £3,925,588                    | £4,603,488                    |
| £300                        |                          |                              | £489,496                     | £1,167,396                   | £1,506,024                   | £1,844,651                   | £2,183,279                   | £2,521,906                   | £2,860,533                   | £3,199,160                   | £3,877,059                    | £4,554,963                    |



| 40% AH<br>250 Mixed        |                          | Residual Land Value (£)    |                       |                       |                       |                       |                       |                       |                       |                       |                       |  |
|----------------------------|--------------------------|----------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|--|
| CIL Rates £/m <sup>2</sup> | VL1                      | VL2                        | VL3                   | VL4                   | VL5                   | VL6                   | VL7                   | VL8                   | VL9                   | VL10                  | VL11                  |  |
|                            | £3,000/m <sup>2</sup>    | £3,500/m <sup>2</sup>      | £4,000/m <sup>2</sup> | £4,250/m <sup>2</sup> | £4,500/m <sup>2</sup> | £4,750/m <sup>2</sup> | £5,000/m <sup>2</sup> | £5,250/m <sup>2</sup> | £5,500/m <sup>2</sup> | £6,000/m <sup>2</sup> | £6,500/m <sup>2</sup> |  |
| £0                         | Indicative non-viability | £5,770,001                 | £10,863,080           | £13,407,199           | £15,951,317           | £18,495,435           | £21,039,551           | £23,583,667           | £26,127,783           | £31,220,852           | £36,313,921           |  |
| £25                        |                          | £5,433,704                 | £10,526,782           | £13,070,902           | £15,615,021           | £18,159,138           | £20,703,254           | £23,247,370           | £25,791,487           | £30,884,556           | £35,977,624           |  |
| £50                        |                          | £5,097,406                 | £10,190,485           | £12,734,605           | £15,278,724           | £17,822,841           | £20,366,958           | £22,911,074           | £25,455,190           | £30,548,259           | £35,641,328           |  |
| £75                        |                          | £4,761,109                 | £9,854,187            | £12,398,308           | £14,942,427           | £17,486,545           | £20,030,661           | £22,574,777           | £25,118,894           | £30,211,963           | £35,305,031           |  |
| £100                       |                          | £4,424,812                 | £9,517,890            | £12,062,011           | £14,606,131           | £17,150,249           | £19,694,366           | £22,238,483           | £24,782,597           | £29,875,666           | £34,968,735           |  |
| £125                       |                          | £4,088,514                 | £9,181,592            | £11,725,713           | £14,269,834           | £16,813,953           | £19,358,071           | £21,902,186           | £24,446,303           | £29,539,370           | £34,632,439           |  |
| £150                       |                          | £3,752,217                 | £8,845,295            | £11,389,416           | £13,933,536           | £16,477,656           | £19,021,775           | £21,565,891           | £24,110,008           | £29,203,077           | £34,296,142           |  |
| £175                       |                          | £3,415,919                 | £8,508,997            | £11,053,118           | £13,597,239           | £16,141,359           | £18,685,478           | £21,229,596           | £23,773,712           | £28,866,780           | £33,959,850           |  |
| £200                       |                          | £3,079,622                 | £8,172,700            | £10,716,821           | £13,260,941           | £15,805,062           | £18,349,181           | £20,893,299           | £23,437,417           | £28,530,487           | £33,623,554           |  |
| £225                       |                          | £2,743,324                 | £7,836,402            | £10,380,523           | £12,924,644           | £15,468,765           | £18,012,885           | £20,557,003           | £23,101,120           | £28,194,190           | £33,287,261           |  |
| £250                       |                          | £2,407,027                 | £7,500,105            | £10,044,226           | £12,588,346           | £15,132,467           | £17,676,588           | £20,220,707           | £22,764,825           | £27,857,895           | £32,950,964           |  |
| £275                       |                          | Indicative non-viability   | £7,163,807            | £9,707,928            | £12,252,049           | £14,796,170           | £17,340,291           | £19,884,410           | £22,428,529           | £27,521,599           | £32,614,668           |  |
| £300                       |                          | Indicative non-viability   | £6,827,510            | £9,371,631            | £11,915,752           | £14,459,872           | £17,003,993           | £19,548,113           | £22,092,232           | £27,185,304           | £32,278,374           |  |
|                            |                          | Residual Land Value (£/Ha) |                       |                       |                       |                       |                       |                       |                       |                       |                       |  |
| £0                         | Indicative non-viability | £659,429                   | £1,241,495            | £1,532,251            | £1,823,008            | £2,113,764            | £2,404,520            | £2,695,276            | £2,986,032            | £3,568,097            | £4,150,162            |  |
| £25                        |                          | £620,995                   | £1,203,061            | £1,493,817            | £1,784,574            | £2,075,330            | £2,366,086            | £2,656,842            | £2,947,598            | £3,529,663            | £4,111,729            |  |
| £50                        |                          | £582,561                   | £1,164,627            | £1,455,383            | £1,746,140            | £2,036,896            | £2,327,652            | £2,618,408            | £2,909,165            | £3,491,230            | £4,073,295            |  |
| £75                        |                          | £544,127                   | £1,126,193            | £1,416,949            | £1,707,706            | £1,998,462            | £2,289,218            | £2,579,975            | £2,870,731            | £3,452,796            | £4,034,861            |  |
| £100                       |                          | £505,693                   | £1,087,759            | £1,378,515            | £1,669,272            | £1,960,028            | £2,250,785            | £2,541,541            | £2,832,297            | £3,414,362            | £3,996,427            |  |
| £125                       |                          | £467,259                   | £1,049,325            | £1,340,081            | £1,630,838            | £1,921,595            | £2,212,351            | £2,503,107            | £2,793,863            | £3,375,928            | £3,957,993            |  |
| £150                       |                          | £428,825                   | £1,010,891            | £1,301,647            | £1,592,404            | £1,883,161            | £2,173,917            | £2,464,673            | £2,755,430            | £3,337,494            | £3,919,559            |  |
| £175                       |                          | £390,391                   | £972,457              | £1,263,214            | £1,553,970            | £1,844,727            | £2,135,483            | £2,426,240            | £2,716,996            | £3,299,061            | £3,881,126            |  |
| £200                       |                          | £351,957                   | £934,023              | £1,224,780            | £1,515,536            | £1,806,293            | £2,097,049            | £2,387,806            | £2,678,562            | £3,260,627            | £3,842,692            |  |
| £225                       |                          | £313,523                   | £895,589              | £1,186,346            | £1,477,102            | £1,767,859            | £2,058,615            | £2,349,372            | £2,640,128            | £3,222,193            | £3,804,258            |  |
| £250                       |                          | £275,089                   | £857,155              | £1,147,912            | £1,438,668            | £1,729,425            | £2,020,181            | £2,310,938            | £2,601,694            | £3,183,759            | £3,765,825            |  |
| £275                       |                          | Indicative non-viability   | £818,721              | £1,109,478            | £1,400,234            | £1,690,991            | £1,981,747            | £2,272,504            | £2,563,260            | £3,145,326            | £3,727,391            |  |
| £300                       |                          | Indicative non-viability   | £780,287              | £1,071,044            | £1,361,800            | £1,652,557            | £1,943,313            | £2,234,070            | £2,524,827            | £3,106,892            | £3,688,957            |  |

Key:

|   |
|---|
| RLV beneath Viability Test 1 (RLV <£250,000/ha)       |
| Viability Test 1 (RLV £250,000/ha to £500,000/ha)     |
| Viability Test 2 (RLV £500,000/ha to £850,000/ha)     |
| Viability Test 3 (RLV £850,000/ha to £1,500,000/ha)   |
| Viability Test 4 (RLV £1,500,000/ha to £1,800,000/ha) |
| Viability Test 5 (RLV £1,800,000/ha to £2,250,000/ha) |
| Viability Test 6 (RLV £2,250,000/ha to £3,500,000/ha) |
| Viability Test 7 (RLV >£3,500,000/ha)                 |

BLV Notes:

| EUV+ £/ha  | Notes   |
|------------|---|
| £250,000   | Greenfield Enhancement (Lower)  |
| £500,000   | Greenfield Enhancement (Upper) (Note range up to £500,000/ha could also be representative of other land types in lower value existing use)                |
| £850,000   | Industrial Land (Lower)   |
| £1,500,000 | Industrial Land (Upper)   |
| £1,800,000 | Commercial OOT land values. Includes a 20% uplift.  |
| £2,250,000 | Commercial CBD land values. Includes a 20% uplift.  |
| £3,500,000 | Residential land values. An allowance has been made for a 50% reduction for planning obligations (AH) and planning risk; 20% uplift to adjusted estimate. |

Source: Dixon Searle Partnership (2019)

Table 1p(i): Residual Land Value Results by Value Level & CIL Rates  
- 50 Unit Scheme - Mixed (Sensitivity Matrix) - Value Level 3

|                      |          |   |
|----------------------|----------|---|
| Development Scenario | 50 Mixed | Key   |
| Typical Site Type    | GF       | ST1 = M4(2) @ 95% and M4(3) @ 5%                |
| Net Site Area (ha)   | 1.25     | ST2 = Enhanced Sustainability requirements @ 5% |
| Gross Site Area (ha) | 1.75     | ST3 = 60% AR                                    |
| Site Density (dph)   | 40       | ST4 = 30% SR / 30% AR                           |

| Sensitivity Test   | CIL Rates £/m <sup>2</sup>                              | Value Level 3 @ £4,000/m <sup>2</sup> |                          |                          | Value Level 3 @ £4,000/m <sup>2</sup> |                          |                          | Sensitivity Test   | CIL Rates £/m <sup>2</sup>   | Value Level 3 @ £4,000/m <sup>2</sup>                             |                          |                          | Value Level 3 @ £4,000/m <sup>2</sup> |                          |                          | Sensitivity Test   | CIL Rates £/m <sup>2</sup> | Value Level 3 @ £4,000/m <sup>2</sup>                             |   |                          | Value Level 3 @ £4,000/m <sup>2</sup> |            |                          |          |          |          |
|--|---|---------------------------------------|--------------------------|--------------------------|---------------------------------------|--------------------------|--------------------------|--|--|---|--------------------------|--------------------------|---------------------------------------|--------------------------|--------------------------|--|----------------------------|---|---|--------------------------|---------------------------------------|------------|--------------------------|----------|----------|----------|
|  |   | 30% AH                                | 35% AH                   | 40% AH                   | 30% AH                                | 35% AH                   | 40% AH                   |  |  | 30% AH  | 35% AH                   | 40% AH                   | 30% AH                                | 35% AH                   | 40% AH                   |  |                            | 30% AH  | 35% AH  | 40% AH                   | 30% AH                                | 35% AH     | 40% AH                   |          |          |          |
|  |   | Residual Land Value (£)               |                          |                          | Residual Land Value (£/Ha)            |                          |                          |  |  | Residual Land Value (£)   |                          |                          | Residual Land Value (£/Ha)            |                          |                          |  |                            | Residual Land Value (£)   |   |                          | Residual Land Value (£/Ha)            |            |                          |          |          |          |
| Base 50 Mixed Appraisal  | £0  | £1,587,139                            | £1,252,395               | £1,199,379               | £906,937                              | £715,654                 | £685,359                 | Sensitivity Test 5 (ST5):<br>M4(2) @ 95% and M4(3) @ 5%<br>Enhanced Sustainability requirements @ 5% | £0   | £1,441,569  | £1,110,419               | £1,058,022               | £823,754                              | £634,525                 | £604,584                 | Sensitivity Test 10 (ST10):<br>Enhanced Sustainability requirements @ 5%<br>60% AR | £0                         | £1,828,266  | £1,620,990  | £1,538,005               | £1,044,723                            | £926,280   | £878,860                 |          |          |          |
|  | £25   | £1,506,127                            | £1,171,848               | £1,117,145               | £860,644                              | £669,627                 | £638,369                 |  | £25  | £1,360,558  | £1,027,305               | £974,563                 | £777,462                              | £587,031                 | £556,893                 |  | £25                        | £1,747,254  | £1,540,443  | £1,457,123               | £998,431                              | £880,253   | £832,642                 |          |          |          |
|  | £50   | £1,425,116                            | £1,089,081               | £1,033,685               | £814,352                              | £622,332                 | £590,677                 |  | £50  | £1,279,546  | £944,190                 | £891,103                 | £731,169                              | £539,537                 | £509,202                 |  | £50                        | £1,666,242  | £1,459,896  | £1,376,242               | £952,138                              | £834,226   | £786,424                 |          |          |          |
|  | £75   | £1,344,104                            | £1,005,967               | £950,225                 | £768,059                              | £574,838                 | £542,986                 |  | £75  | £1,198,534  | £861,076                 | £807,643                 | £684,877                              | £492,043                 | £461,510                 |  | £75                        | £1,585,231  | £1,379,349  | £1,295,360               | £905,846                              | £788,200   | £740,206                 |          |          |          |
|  | £100  | £1,263,092                            | £922,852                 | £866,765                 | £721,767                              | £527,344                 | £495,295                 |  | £100   | £1,116,139  | £777,961                 | £722,941                 | £637,794                              | £444,549                 | £413,109                 |  | £100                       | £1,504,219  | £1,298,802  | £1,214,478               | £859,554                              | £742,173   | £693,988                 |          |          |          |
|  | £125  | £1,182,081                            | £839,737                 | £783,306                 | £675,475                              | £479,850                 | £447,603                 |  | £125   | £1,032,545  | £691,338                 | £633,035                 | £590,026                              | £395,050                 | £361,734                 |  | £125                       | £1,423,207  | £1,218,255  | £1,132,726               | £813,261                              | £696,146   | £647,272                 |          |          |          |
|  | £150  | £1,099,161                            | £756,623                 | £696,724                 | £628,092                              | £432,356                 | £398,128                 |  | £150   | £948,951  | £601,805                 | £543,130                 | £542,258                              | £343,888                 | £310,360                 |  | £150                       | £1,342,195  | £1,136,968  | £1,049,266               | £766,969                              | £649,696   | £599,581                 |          |          |          |
|  | £175  | £1,015,567                            | £668,352                 | £606,818                 | £580,324                              | £381,916                 | £346,753                 |  | £175   | £865,357  | £512,271                 | £453,224                 | £494,490                              | £292,726                 | £258,985                 |  | £175                       | £1,261,184  | £1,053,854  | £965,806                 | £720,676                              | £602,202   | £551,889                 |          |          |          |
|  | £200  | £931,973                              | £578,819                 | £516,913                 | £532,556                              | £330,754                 | £295,379                 |  | £200   | £781,763  |                          |                          | £446,721                              |                          |                          |  | £200                       | £1,180,172  | £970,739  | £882,346                 | £674,384                              | £554,708   | £504,198                 |          |          |          |
|  | £225  | £848,379                              | £489,285                 |                          | £484,788                              | £279,592                 |                          |  | £225   | £694,917  |                          |                          | £397,095                              |                          |                          |  | £225                       | £1,097,191  | £887,624  | £798,886                 | £626,967                              | £507,214   | £456,507                 |          |          |          |
|  | £250  | £764,785                              |                          |                          | £437,020                              |                          |                          |  | £250   | £604,867  |                          |                          | £345,638                              |                          |                          |  | £250                       | £1,013,597  | £804,510  | £713,508                 | £579,199                              | £459,720   | £407,719                 |          |          |          |
|  | £275  | £676,628                              | Indicative non-viability | Indicative non-viability | £386,644                              | Indicative non-viability | Indicative non-viability |  | £275   | £514,817  | Indicative non-viability | Indicative non-viability | £294,181                              | Indicative non-viability | Indicative non-viability |  | £275                       | £930,003  | £719,938  | £623,602                 | £531,430                              | £411,393   | £356,344                 |          |          |          |
|  | £300  | £586,578                              | Indicative non-viability | Indicative non-viability | £335,187                              | Indicative non-viability | Indicative non-viability |  | £300   | Indicative non-viability  | Indicative non-viability | Indicative non-viability | Indicative non-viability              | Indicative non-viability | Indicative non-viability |  | £300                       | £846,409  | £630,404  | £533,697                 | £483,662                              | £360,231   | £304,970                 |          |          |          |
|  | Sensitivity Test 1 (ST1):<br>M4(2) @ 95% and M4(3) @ 5% | £0                                    | £1,491,793               | £1,161,911               | £1,109,762                            | £852,453                 | £663,949                 |  | £634,150   | Sensitivity Test 6 (ST6):<br>M4(2) @ 95% and M4(3) @ 5%<br>60% AR | £0                       | £1,783,143               | £1,580,438                            | £1,500,110               | £1,018,939               |  | £903,107                   | £857,206  | Sensitivity Test 11 (ST11):<br>Enhanced Sustainability requirements @ 5%<br>30% AR / 30% SR | £0                       | £1,731,784                            | £1,524,508 | £1,392,346               | £989,591 | £871,148 | £795,626 |
|  |   | £25                                   | £1,410,781               | £1,078,828               | £1,026,303                            | £806,161                 | £616,473                 |  | £586,459   |   | £25                      | £1,702,131               | £1,499,891                            | £1,419,229               | £972,646                 |  | £857,080                   | £810,988  |   | £25                      | £1,650,772                            | £1,443,961 | £1,311,465               | £943,298 | £825,121 | £749,408 |
| £50  |   | £1,329,769                            | £995,713                 | £942,843                 | £759,868                              | £568,799                 | £538,767                 | £50  | £1,621,119   |   | £1,419,344               | £1,338,347               | £926,354                              | £811,054                 | £764,770                 | £50  | £1,569,761                 | £1,363,414  |   | £1,230,583               | £897,006                              | £779,094   | £703,190                 |          |          |          |
| £75  |   | £1,248,758                            | £912,599                 | £859,383                 | £713,576                              | £521,485                 | £491,076                 | £75  | £1,540,108   |   | £1,338,797               | £1,257,466               | £880,061                              | £765,027                 | £718,552                 | £75  | £1,488,749                 | £1,282,867  |   | £1,149,344               | £850,714                              | £733,067   | £656,768                 |          |          |          |
| £100   |   | £1,167,746                            | £829,484                 | £775,923                 | £667,283                              | £473,991                 | £443,385                 | £100   | £1,459,096   |   | £1,258,250               | £1,176,584               | £833,769                              | £719,000                 | £672,334                 | £100   | £1,407,737                 | £1,202,320  |   | £1,065,884               | £804,421                              | £687,400   | £609,077                 |          |          |          |
| £125   |   | £1,084,369                            | £746,369                 | £688,771                 | £616,640                              | £426,497                 | £393,584                 | £125   | £1,378,084   |   | £1,177,703               | £1,093,623               | £787,477                              | £672,973                 | £624,928                 | £125   | £1,326,725                 | £1,120,525  |   | £982,424                 | £758,129                              | £647,300   | £561,385                 |          |          |          |
| £150   |   | £1,000,775                            | £657,307                 | £598,866                 | £571,872                              | £375,604                 | £342,209                 | £150   | £1,297,072   |   | £1,095,123               | £1,010,164               | £741,184                              | £625,785                 | £577,236                 | £150   | £1,245,714                 | £1,037,411  |   | £898,964                 | £711,836                              | £592,806   | £513,694                 |          |          |          |
| £175   |   | £917,181                              | £567,773                 | £508,960                 | £524,103                              | £324,442                 | £290,834                 | £175   | £1,216,061   |   | £1,012,009               | £926,704                 | £694,892                              | £578,291                 | £529,545                 | £175   | £1,164,702                 | £954,296  |   | £815,504                 | £665,544                              | £545,312   | £466,003                 |          |          |          |
| £200   |   | £833,597                              | £478,240                 |                          | £473,335                              | £273,280                 |                          | £200   | £1,134,224   |   | £928,894                 | £843,244                 | £648,132                              | £530,797                 | £481,854                 | £200   | £1,081,228                 | £871,182  |   | £731,409                 | £617,845                              | £497,818   | £417,948                 |          |          |          |
| £225   |   | £749,993                              |                          |                          | £428,567                              |                          |                          | £225   | £1,050,630   |   | £845,779                 | £759,784                 | £600,368                              | £483,303                 | £434,162                 | £225   | £997,634                   | £788,067  |   | £641,504                 | £570,077                              | £450,324   | £366,574                 |          |          |          |
| £250   |   | £660,694                              | Indicative non-viability | Indicative non-viability | £377,539                              | Indicative non-viability | Indicative non-viability | £250   | £967,036   |   | £762,665                 | £671,386                 | £552,592                              | £435,808                 | £383,649                 | £250   | £914,040                   | £702,225  |   | £551,598                 | £522,309                              | £401,271   | £315,199                 |          |          |          |
| £275   |   | £570,644                              | Indicative non-viability | Indicative non-viability | £326,082                              | Indicative non-viability | Indicative non-viability | £275   | £883,442   |   | £674,861                 | £581,480                 | £504,824                              | £385,635                 | £332,274                 | £275   | £830,446                   | £612,691  |   | £461,693                 | £474,541                              | £350,109   | £263,825                 |          |          |          |
| £300   |   | £480,593                              | Indicative non-viability | Indicative non-viability | £274,625                              | Indicative non-viability | Indicative non-viability | £300   | £799,848   |   | £585,327                 | £491,575                 | £457,056                              | £343,473                 | £280,900                 | £300   | £746,852                   | £523,158  |   | Indicative non-viability | £426,773                              | £298,947   | Indicative non-viability |          |          |          |
| Sensitivity Test 2 (ST2):<br>Enhanced Sustainability requirements @ 5% |   | £0                                    | £1,536,916               | £1,202,463               | £1,148,865                            | £878,238                 | £687,122                 | £656,494   | Sensitivity Test 7 (ST7):<br>M4(2) @ 95% and M4(3) @ 5%<br>30% AR / 30% SR |   | £0                       | £1,686,661               | £1,483,956                            | £1,354,452               | £963,806                 | £847,975   | £773,973                   | Sensitivity Test 8 (ST8):<br>M4(2) @ 95% and M4(3) @ 5%<br>60% AR |   | £0                       | £1,732,919                            | £1,530,506 | £1,449,969               | £990,240 | £874,575 | £828,554 |
|  |   | £25                                   | £1,455,904               | £1,120,673               | £1,065,405                            | £831,945                 | £640,384                 | £608,803   |  |   | £25                      | £1,605,649               | £1,403,409                            | £1,273,570               | £917,514                 | £801,948   | £727,754                   |   |   | £25                      | £1,651,907                            | £1,449,959 | £1,369,087               | £943,947 | £828,548 | £782,336 |
|  | £50   | £1,374,892                            | £1,037,558               | £981,945                 | £785,653                              | £592,890                 | £561,111                 | £50  |  | £1,524,637  | £1,322,862               | £1,192,689               | £871,221                              | £755,921                 | £681,536                 | £50  | £1,570,896                 |   | £1,369,412  | £1,288,206               | £897,655                              | £782,521   | £716,118                 |          |          |          |
|  | £75   | £1,293,881                            | £954,444                 | £898,485                 | £739,360                              | £545,396                 | £513,420                 | £75  |  | £1,443,626  | £1,242,315               | £1,110,241               | £824,929                              | £709,894                 | £634,424                 | £75  | £1,489,884                 |   | £1,288,865  | £1,207,324               | £851,362                              | £736,495   | £689,899                 |          |          |          |
|  | £100  | £1,212,869                            | £871,329                 | £815,025                 | £693,068                              | £497,902                 | £465,729                 | £100   |  | £1,362,614  | £1,161,768               | £1,026,782               | £778,637                              | £663,868                 | £586,732                 | £100   | £1,408,872                 |   | £1,208,318  | £1,125,243               | £805,070                              | £690,468   | £643,053                 |          |          |          |
|  | £125  | £1,130,931                            | £788,214                 | £730,893                 | £646,246                              | £450,408                 | £417,653                 | £125   |  | £1,281,602  | £1,078,680               | £943,322                 | £732,344                              | £616,389                 | £539,041                 | £125   | £1,327,861                 |   | £1,126,715  | £1,041,883               | £758,778                              | £643,837   | £595,262                 |          |          |          |
|  | £150  | £1,047,337                            | £702,384                 | £640,988                 | £598,478                              | £401,362                 | £366,279                 | £150   |  | £1,200,591  | £995,566                 | £859,862                 | £686,052                              | £568,895                 | £491,350                 | £150   | £1,246,849                 |   | £1,043,600  | £958,424                 | £712,485                              | £596,343   | £547,671                 |          |          |          |
|  | £175  | £963,743                              | £612,850                 | £551,082                 | £550,710                              | £350,200                 | £314,904                 | £175   |  | £1,118,261  | £912,451                 | £776,402                 | £639,006                              | £521,401                 | £443,658                 | £175   | £1,165,837                 |   | £960,486  | £874,964                 | £666,193                              | £548,849   | £499,979                 |          |          |          |
|  | £200  | £880,148                              | £523,316                 | £461,177                 | £502,942                              | £299,038                 | £263,530                 | £200   |  | £1,034,667  | £829,337                 | £689,287                 | £591,238                              | £473,907                 | £393,878                 | £200   | £1,082,400                 |   | £877,371  | £791,504                 | £618,514                              | £501,355   | £452,288                 |          |          |          |
|  | £225  | £796,554                              |                          |                          | £455,174                              |                          |                          | £225   |  | £951,073  | £746,222                 | £599,382                 | £543,470                              | £426,413                 | £342,504                 | £225   | £998,806                   |   | £794,256  | £705,355                 | £570,746                              | £463,861   | £403,174                 |          |          |          |
|  | £250  | £710,851                              | Indicative non-viability | Indicative non-viability | £406,201                              | Indicative non-viability | Indicative non-viability | £250   |  | £867,479  | £657,148                 | £509,476                 | £495,702                              | £375,513                 | £291,129                 | £250   | £915,212                   |   | £708,892  | £615,650                 | £522,978                              | £405,081   | £351,800                 |          |          |          |
|  | £275  | £620,801                              | Indicative non-viability | Indicative non-viability | £354,743                              | Indicative non-viability | Indicative non-viability | £275   |  | £783,885  | £567,615                 | Indicative non-viability | £447,934                              | £324,351                 | Indicative non-viability | £275   | £783,885                   |   | £567,615  | Indicative non-viability | £447,934                              | £324,351   | Indicative non-viability |          |          |          |
|  | £300  | £530,751                              | Indicative non-viability | Indicative non-viability | £303,286                              | Indicative non-viability | Indicative non-viability | £300   |  | £697,203  | £47                      |                          |                                       |                          |                          |  |                            |   |   |                          |                                       |            |                          |          |          |          |

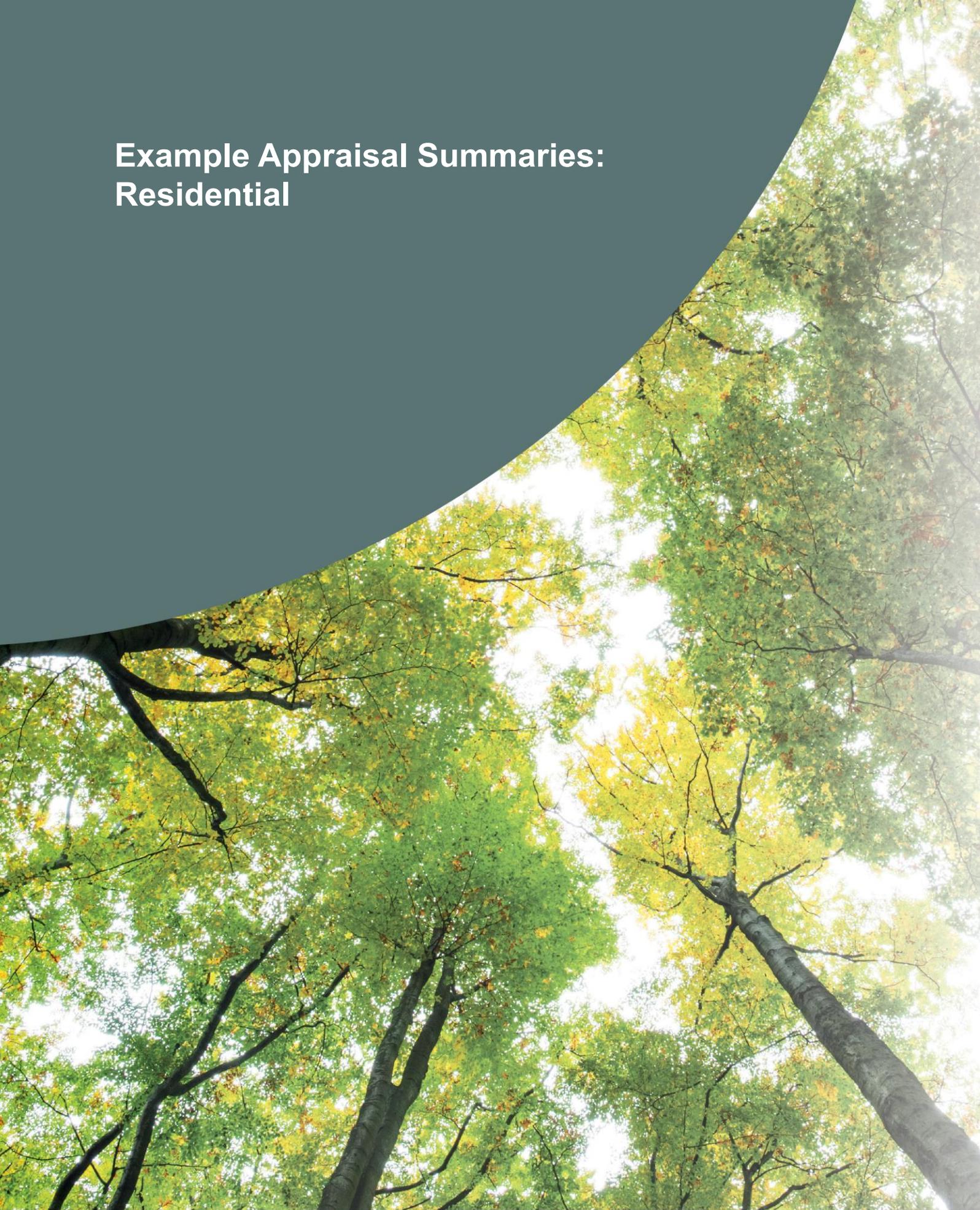
Table 1p(ii): Residual Land Value Results by Value Level & CIL Rates  
- 50 Unit Scheme - Mixed (Sensitivity Matrix) - Value Level 7

|                      |          |
|----------------------|----------|
| Development Scenario | 50 Mixed |
| Typical Site Type    | GF       |
| Net Site Area (ha)   | 1.25     |
| Gross Site Area (ha) | 1.75     |
| Site Density (dph)   | 40       |

|            |   |
|------------|---|
| <b>Key</b> | ST1 = M4(2) @ 95% and M4(3) @ 5%                |
|            | ST2 = Enhanced Sustainability requirements @ 5% |
|            | ST3 = 60% AR                                    |
|            | ST4 = 30% SR / 30% AR                           |

| Sensitivity Test        | CIL Rates £/m <sup>2</sup> | Value Level 7 @ £5,000/m <sup>2</sup> |            |            | Value Level 7 @ £5,000/m <sup>2</sup> |            |            | Sensitivity Test   | CIL Rates £/m <sup>2</sup> | Value Level 7 @ £5,000/m <sup>2</sup> |            |            | Value Level 7 @ £5,000/m <sup>2</sup> |            |            | Sensitivity Test   | CIL Rates £/m <sup>2</sup> | Value Level 7 @ £5,000/m <sup>2</sup> |            |            | Value Level 7 @ £5,000/m <sup>2</sup> |            |            |
|-------------------------|----------------------------|---------------------------------------|------------|------------|---------------------------------------|------------|------------|--|----------------------------|---------------------------------------|------------|------------|---------------------------------------|------------|------------|--|----------------------------|---------------------------------------|------------|------------|---------------------------------------|------------|------------|
|                         |                            | 30% AH                                | 35% AH     | 40% AH     | 30% AH                                | 35% AH     | 40% AH     |  |                            | 30% AH                                | 35% AH     | 40% AH     | 30% AH                                | 35% AH     | 40% AH     |  |                            | 30% AH                                | 35% AH     | 40% AH     | 30% AH                                | 35% AH     | 40% AH     |
|                         |                            | Residual Land Value (£)               |            |            | Residual Land Value (£/Ha)            |            |            |  |                            | Residual Land Value (£)               |            |            | Residual Land Value (£/Ha)            |            |            |  |                            | Residual Land Value (£)               |            |            | Residual Land Value (£/Ha)            |            |            |
| Base 50 Mixed Appraisal | £0                         | £3,449,137                            | £2,981,152 | £2,917,593 | £1,970,935                            | £1,703,515 | £1,667,196 | Sensitivity Test 5 (ST5):<br>M4(2) @ 95% and M4(3) @ 5%<br>Enhanced Sustainability requirements @ 5% | £0                         | £3,303,567                            | £2,840,737 | £2,779,416 | £1,887,753                            | £1,623,278 | £1,588,238 | Sensitivity Test 10 (ST10):<br>Enhanced Sustainability requirements @ 5%<br>60% AR | £0                         | £3,690,264                            | £3,349,747 | £3,256,219 | £2,108,722                            | £1,914,141 | £1,860,697 |
|                         | £25                        | £3,368,125                            | £2,900,605 | £2,836,712 | £1,924,643                            | £1,657,488 | £1,620,978 |  | £25                        | £3,222,556                            | £2,760,190 | £2,698,534 | £1,841,460                            | £1,577,251 | £1,542,019 |  | £25                        | £3,609,252                            | £3,269,200 | £3,175,338 | £2,062,430                            | £1,868,114 | £1,814,479 |
|                         | £50                        | £3,287,114                            | £2,820,058 | £2,755,830 | £1,878,351                            | £1,611,462 | £1,574,760 |  | £50                        | £3,141,544                            | £2,679,643 | £2,617,653 | £1,795,168                            | £1,531,224 | £1,495,801 |  | £50                        | £3,528,240                            | £3,188,653 | £3,094,456 | £2,016,137                            | £1,822,088 | £1,768,261 |
|                         | £75                        | £3,206,102                            | £2,739,511 | £2,674,949 | £1,832,058                            | £1,565,435 | £1,528,542 |  | £75                        | £3,060,532                            | £2,599,096 | £2,536,771 | £1,748,876                            | £1,484,958 | £1,449,583 |  | £75                        | £3,447,228                            | £3,108,106 | £3,013,574 | £1,969,845                            | £1,776,061 | £1,722,042 |
|                         | £100                       | £3,125,090                            | £2,658,964 | £2,594,067 | £1,785,766                            | £1,519,408 | £1,482,324 |  | £100                       | £2,979,521                            | £2,518,549 | £2,455,889 | £1,702,583                            | £1,439,171 | £1,403,365 |  | £100                       | £3,366,217                            | £3,027,559 | £2,932,693 | £1,923,552                            | £1,730,034 | £1,675,826 |
|                         | £125                       | £3,044,079                            | £2,578,417 | £2,513,185 | £1,739,474                            | £1,473,381 | £1,436,106 |  | £125                       | £2,898,509                            | £2,438,002 | £2,375,008 | £1,656,291                            | £1,393,144 | £1,357,147 |  | £125                       | £3,285,205                            | £2,947,012 | £2,851,811 | £1,877,260                            | £1,684,007 | £1,629,606 |
|                         | £150                       | £2,963,067                            | £2,497,807 | £2,432,304 | £1,693,181                            | £1,427,354 | £1,389,888 |  | £150                       | £2,817,497                            | £2,357,455 | £2,294,126 | £1,609,998                            | £1,347,117 | £1,310,929 |  | £150                       | £3,204,193                            | £2,866,465 | £2,770,930 | £1,830,968                            | £1,637,980 | £1,583,388 |
|                         | £175                       | £2,882,055                            | £2,417,323 | £2,351,422 | £1,646,889                            | £1,381,327 | £1,343,670 |  | £175                       | £2,736,485                            | £2,276,908 | £2,213,245 | £1,563,706                            | £1,301,090 | £1,264,711 |  | £175                       | £3,123,182                            | £2,785,918 | £2,690,048 | £1,784,675                            | £1,591,953 | £1,537,170 |
|                         | £200                       | £2,801,044                            | £2,336,776 | £2,270,541 | £1,600,596                            | £1,335,300 | £1,297,452 |  | £200                       | £2,655,474                            | £2,196,361 | £2,132,363 | £1,517,414                            | £1,255,063 | £1,218,493 |  | £200                       | £3,042,170                            | £2,705,371 | £2,609,166 | £1,738,383                            | £1,545,927 | £1,490,952 |
|                         | £225                       | £2,720,032                            | £2,256,229 | £2,189,659 | £1,554,304                            | £1,289,274 | £1,251,234 |  | £225                       | £2,574,462                            | £2,115,814 | £2,051,481 | £1,471,121                            | £1,209,036 | £1,172,275 |  | £225                       | £2,961,158                            | £2,624,824 | £2,528,285 | £1,692,900                            | £1,499,900 | £1,444,734 |
|                         | £250                       | £2,639,020                            | £2,175,682 | £2,108,778 | £1,508,012                            | £1,243,247 | £1,205,016 |  | £250                       | £2,493,450                            | £2,035,267 | £1,970,600 | £1,424,829                            | £1,163,010 | £1,126,057 |  | £250                       | £2,880,147                            | £2,544,277 | £2,447,403 | £1,645,798                            | £1,453,873 | £1,398,516 |
|                         | £275                       | £2,558,008                            | £2,095,135 | £2,027,896 | £1,461,719                            | £1,197,220 | £1,158,798 |  | £275                       | £2,412,439                            | £1,954,720 | £1,889,718 | £1,378,536                            | £1,116,983 | £1,079,839 |  | £275                       | £2,799,135                            | £2,463,730 | £2,366,522 | £1,599,506                            | £1,407,846 | £1,352,298 |
|                         | £300                       | £2,476,997                            | £2,014,588 | £1,947,014 | £1,415,427                            | £1,151,193 | £1,112,580 |  | £300                       | £2,331,427                            | £1,874,173 | £1,808,837 | £1,324,244                            | £1,070,956 | £1,033,621 |  | £300                       | £2,718,123                            | £2,383,183 | £2,285,640 | £1,553,213                            | £1,361,819 | £1,306,080 |
|                         | £353,791                   | £2,890,668                            | £2,829,557 | £1,916,452 | £1,651,810                            | £1,616,890 |            |  | £353,791                   | £3,645,141                            | £3,309,195 | £3,218,325 | £2,082,937                            | £1,890,969 | £1,839,043 |  | £353,791                   | £3,593,782                            | £3,253,266 | £3,110,561 | £2,053,590                            | £1,859,009 | £1,777,463 |
|                         | £25                        | £2,772,779                            | £2,810,121 | £2,748,676 | £1,870,159                            | £1,605,783 | £1,570,672 |  | £25                        | £3,564,129                            | £3,228,648 | £3,137,443 | £2,036,645                            | £1,844,942 | £1,792,825 |  | £25                        | £3,512,770                            | £3,172,719 | £3,029,679 | £2,007,297                            | £1,812,982 | £1,731,245 |
| £50                     | £3,191,767                 | £2,729,574                            | £2,667,794 | £1,823,867 | £1,559,757                            | £1,524,454 | £50        | £3,483,117   | £3,148,101                 | £3,056,562                            | £1,990,353 | £1,798,915 | £1,746,607                            | £50        | £3,431,758 | £3,092,172   | £2,948,797                 | £1,961,005                            | £1,766,955 | £1,685,027 |                                       |            |            |
| £75                     | £3,110,756                 | £2,649,027                            | £2,586,913 | £1,777,755 | £1,513,730                            | £1,478,236 | £75        | £3,402,105   | £3,067,554                 | £2,975,680                            | £1,944,060 | £1,752,888 | £1,700,389                            | £75        | £3,350,747 | £3,011,625   | £2,867,916                 | £1,914,712                            | £1,720,928 | £1,638,809 |                                       |            |            |
| £100                    | £3,029,744                 | £2,568,480                            | £2,506,031 | £1,731,282 | £1,467,703                            | £1,432,018 | £100       | £3,321,094   | £2,987,007                 | £2,894,798                            | £1,897,768 | £1,706,861 | £1,654,171                            | £100       | £3,269,735 | £2,931,078   | £2,787,034                 | £1,868,420                            | £1,674,901 | £1,592,591 |                                       |            |            |
| £125                    | £2,948,732                 | £2,487,933                            | £2,425,149 | £1,688,990 | £1,424,676                            | £1,389,800 | £125       | £3,240,082   | £2,906,460                 | £2,813,917                            | £1,851,475 | £1,660,834 | £1,607,953                            | £125       | £3,188,723 | £2,850,531   | £2,706,153                 | £1,822,128                            | £1,628,875 | £1,546,373 |                                       |            |            |
| £150                    | £2,867,721                 | £2,407,386                            | £2,344,268 | £1,638,697 | £1,374,649                            | £1,339,582 | £150       | £3,159,070   | £2,825,913                 | £2,733,035                            | £1,805,183 | £1,614,801 | £1,561,734                            | £150       | £3,107,712 | £2,769,984   | £2,625,271                 | £1,775,835                            | £1,582,848 | £1,500,155 |                                       |            |            |
| £175                    | £2,786,709                 | £2,326,839                            | £2,263,386 | £1,592,405 | £1,328,622                            | £1,293,364 | £175       | £3,078,059   | £2,745,366                 | £2,652,154                            | £1,758,891 | £1,568,781 | £1,515,516                            | £175       | £3,026,700 | £2,689,437   | £2,544,390                 | £1,729,543                            | £1,536,821 | £1,453,937 |                                       |            |            |
| £200                    | £2,705,697                 | £2,246,292                            | £2,182,505 | £1,546,113 | £1,282,596                            | £1,247,146 | £200       | £2,997,047   | £2,664,819                 | £2,571,272                            | £1,712,598 | £1,522,574 | £1,469,298                            | £200       | £2,945,688 | £2,608,890   | £2,463,508                 | £1,683,520                            | £1,490,794 | £1,407,719 |                                       |            |            |
| £225                    | £2,624,685                 | £2,165,745                            | £2,101,623 | £1,499,820 | £1,237,569                            | £1,200,928 | £225       | £2,916,035   | £2,584,272                 | £2,490,391                            | £1,666,306 | £1,476,727 | £1,423,080                            | £225       | £2,864,677 | £2,528,343   | £2,382,626                 | £1,636,958                            | £1,444,767 | £1,361,501 |                                       |            |            |
| £250                    | £2,543,674                 | £2,085,198                            | £2,020,742 | £1,453,528 | £1,191,542                            | £1,154,709 | £250       | £2,835,024   | £2,503,725                 | £2,409,509                            | £1,620,013 | £1,430,700 | £1,376,862                            | £250       | £2,783,665 | £2,447,796   | £2,301,745                 | £1,590,666                            | £1,398,740 | £1,315,283 |                                       |            |            |
| £275                    | £2,462,662                 | £2,004,651                            | £1,939,860 | £1,407,235 | £1,145,515                            | £1,108,491 | £275       | £2,754,012   | £2,423,178                 | £2,328,627                            | £1,573,721 | £1,384,673 | £1,330,644                            | £275       | £2,702,653 | £2,367,249   | £2,220,863                 | £1,544,373                            | £1,352,714 | £1,269,065 |                                       |            |            |
| £300                    | £2,381,650                 | £1,924,104                            | £1,858,978 | £1,360,943 | £1,099,488                            | £1,062,723 | £300       | £2,673,000   | £2,342,631                 | £2,247,746                            | £1,527,429 | £1,338,646 | £1,284,426                            | £300       | £2,621,641 | £2,286,702   | £2,139,982                 | £1,498,081                            | £1,306,687 | £1,222,847 |                                       |            |            |
| £398,914                | £2,931,220                 | £2,867,452                            | £1,942,236 | £1,674,983 | £1,638,544                            |            | £398,914   | £3,548,659   | £3,212,713                 | £3,121,616                            | £2,072,666 | £1,885,836 | £1,755,809                            | £398,914   | £3,512,770 | £3,172,719   | £3,029,679                 | £2,007,297                            | £1,812,982 | £1,731,245 |                                       |            |            |
| £25                     | £3,317,902                 | £2,850,673                            | £2,786,570 | £1,895,944 | £1,628,956                            | £1,592,326 | £25        | £3,467,647   | £3,132,166                 | £3,041,069                            | £1,981,513 | £1,789,809 | £1,709,591                            | £25        | £3,431,758 | £3,092,172   | £2,948,797                 | £1,961,005                            | £1,766,955 | £1,685,027 |                                       |            |            |
| £50                     | £3,236,890                 | £2,770,126                            | £2,705,688 | £1,849,652 | £1,582,929                            | £1,546,108 | £50        | £3,386,635   | £3,051,619                 | £2,910,903                            | £1,935,220 | £1,743,782 | £1,663,373                            | £50        | £3,350,747 | £3,011,625   | £2,867,916                 | £1,914,712                            | £1,720,928 | £1,638,809 |                                       |            |            |
| £75                     | £3,155,879                 | £2,689,579                            | £2,624,807 | £1,803,359 | £1,536,902                            | £1,499,890 | £75        | £3,305,624   | £2,971,072                 | £2,830,022                            | £1,888,928 | £1,697,756 | £1,617,155                            | £75        | £3,269,735 | £2,931,078   | £2,787,034                 | £1,868,420                            | £1,674,901 | £1,592,591 |                                       |            |            |
| £100                    | £3,074,867                 | £2,609,032                            | £2,543,925 | £1,757,067 | £1,490,876                            | £1,453,672 | £100       | £3,224,612   | £2,890,525                 | £2,749,140                            | £1,842,635 | £1,651,729 | £1,570,937                            | £100       | £3,188,723 | £2,850,531   | £2,706,153                 | £1,822,128                            | £1,628,875 | £1,546,373 |                                       |            |            |
| £125                    | £2,993,855                 | £2,528,485                            | £2,463,044 | £1,710,774 | £1,444,849                            | £1,407,454 | £125       | £3,143,600   | £2,809,978                 | £2,668,258                            | £1,796,343 | £1,605,702 | £1,524,719                            | £125       | £3,107,712 | £2,769,984   | £2,625,271                 | £1,775,835                            | £1,582,848 | £1,500,155 |                                       |            |            |
| £150                    | £2,912,844                 | £2,447,938                            | £2,382,162 | £1,664,482 | £1,398,822                            | £1,361,232 | £150       | £3,062,589   | £2,729,431                 | £2,587,377                            | £1,750,051 | £1,559,675 | £1,478,501                            | £150       | £3,026,700 | £2,689,437   | £2,544,390                 | £1,729,543                            | £1,536,821 | £1,453,937 |                                       |            |            |
| £175                    | £2,831,832                 | £2,367,391                            | £2,301,281 | £1,618,190 | £1,352,795                            | £1,315,017 | £175       | £2,981,577   | £2,648,884                 | £2,506,495                            | £1,703,758 | £1,513,648 | £1,432,283                            | £175       | £2,945,688 | £2,608,890   | £2,463,508                 | £1,683,520                            | £1,490,794 | £1,407,719 |                                       |            |            |
| £200                    | £2,750,820                 | £2,286,844                            | £2,220,399 | £1,571,897 | £1,306,768                            | £1,269,799 | £200       | £2,900,565   | £2,568,337                 | £2,425,614                            | £1,657,466 | £1,467,621 | £                                     |            |            |  |                            |                                       |            |            |                                       |            |            |

# Example Appraisal Summaries: Residential



**Net RLV: £283,897**
**Residual Land Value Data Summary & Results**

|   |                                |         |            |                 |         |
|---|--------------------------------|---------|------------|-----------------|---------|
| <b>DEVELOPMENT TYPE</b>                                 | Residential                    |         |            |                 |         |
| <b>DEVELOPMENT DESCRIPTION</b>                          | 5 Houses @ 20% AH VL5 £125 CIL |         |            |                 |         |
| <b>DEVELOPMENT SIZE (TOTAL m<sup>2</sup>) - GIA</b>     | 488                            |         |            |                 |         |
| <b>TOTAL NUMBER OF UNITS</b>                            | Total                          | Private | Affordable | % AH            |         |
|   | 5                              | 4       | 1          | 20%             |         |
| <b>PERCENTAGE BY TENURE</b>                             | % Private                      | % SR    | %AR        | % Int 1         | % Int 2 |
|   | 80%                            | 20%     | 0%         | 0%              | 0%      |
| <b>SITE SIZE (HA)</b>                                   | 0.23                           |         |            |                 |         |
| <b>VALUE / AREA</b>                                     | 5                              |         |            |                 |         |
| <b>REVENUE</b>  |                                |         |            |                 |         |
| Affordable Housing Revenue                              |                                |         |            | £99,946         |         |
| Open Market Housing Revenue                             |                                |         |            | £1,840,500      |         |
| <u>Total Value of Scheme</u>                            |                                |         |            | £1,940,446      |         |
| <b>RESIDENTIAL BUILDING, MARKETING &amp; S106 COSTS</b> |                                |         |            |                 |         |
| Build Costs   |                                |         |            | £855,830        |         |
| Fees, Contingencies, Planning Costs etc                 |                                |         |            | £128,375        |         |
| Site Works  |                                |         |            | £69,000         |         |
| Sustainable Design & Construction Costs                 |                                |         |            | £34,233         |         |
| Building Regs Access Compliance etc.                    |                                |         |            | £2,447          |         |
| <u>Total Build Costs</u>                                |                                |         |            | £1,089,885      |         |
| Section 106 / CIL Costs                                 |                                |         |            | £76,000         |         |
| Marketing Costs & Legal Fees                            |                                |         |            | £61,963         |         |
| <u>Total s106 &amp; Marketing Costs</u>                 |                                |         |            | £137,963        |         |
| <u>Finance on Build Costs</u>                           |                                |         |            | £19,953         |         |
| <u>TOTAL DEVELOPMENT COSTS</u>                          |                                |         |            | £1,247,801      |         |
| <b>DEVELOPER'S RETURN FOR RISK AND PROFIT</b>           |                                |         |            |                 |         |
| Open Market Housing Profit                              |                                |         |            | £368,100        |         |
| Affordable Housing Profit                               |                                |         |            | £5,997          |         |
| <u>Total Operating Profit</u>                           |                                |         |            | £374,097        |         |
| <b>GROSS RESIDUAL LAND VALUE</b>                        |                                |         |            | £318,549        |         |
| <b>FINANCE &amp; ACQUISITION COSTS</b>                  |                                |         |            |                 |         |
| Agents Fees, Legal Fees, Stamp Duty and Interest        |                                |         |            | £34,651         |         |
| <u>Total Finance &amp; Acquisition Costs</u>            |                                |         |            | £34,651         |         |
| <b>NET RESIDUAL LAND VALUE</b>                          |                                |         |            | <b>£283,897</b> |         |

**Net RLV: £646,707**

### Residual Land Value Data Summary & Results

|  |                                 |         |            |         |         |
|--|---------------------------------|---------|------------|---------|---------|
| <b>DEVELOPMENT TYPE</b>  | Residential                     |         |            |         |         |
| <b>DEVELOPMENT DESCRIPTION</b>                                 | 10 Houses @ 30% AH VL5 £125 CIL |         |            |         |         |
| <b>DEVELOPMENT SIZE (TOTAL m<sup>2</sup>) - GIA</b>            | 969                             |         |            |         |         |
| <b>TOTAL NUMBER OF UNITS</b>                                   | Total                           | Private | Affordable | % AH    |         |
|  | 10                              | 7       | 3          | 30%     |         |
| <b>PERCENTAGE BY TENURE</b>                                    | % Private                       | % SR    | %AR        | % Int 1 | % Int 2 |
|  | 70%                             | 20%     | 0%         | 10%     | 0%      |
| <b>SITE SIZE (HA)</b>  | 0.40                            |         |            |         |         |
| <b>VALUE / AREA REVENUE</b>                                    | 5                               |         |            |         |         |
| Affordable Housing Revenue                                     | £419,745                        |         |            |         |         |
| Open Market Housing Revenue                                    | £3,231,000                      |         |            |         |         |
| <u>Total Value of Scheme</u>                                   | £3,650,745                      |         |            |         |         |
| <b><u>RESIDENTIAL BUILDING, MARKETING &amp; S106 COSTS</u></b> |                                 |         |            |         |         |
| Build Costs  | £1,491,000                      |         |            |         |         |
| Fees, Contingencies, Planning Costs etc                        | £223,650                        |         |            |         |         |
| Site Works   | £120,000                        |         |            |         |         |
| Sustainable Design & Construction Costs                        | £59,640                         |         |            |         |         |
| Building Regs Access Compliance etc.                           | £7,341                          |         |            |         |         |
| <u>Total Build Costs</u>                                       | £1,901,631                      |         |            |         |         |
| Section 106 / CIL Costs  | £151,125                        |         |            |         |         |
| Marketing Costs & Legal Fees                                   | £117,022                        |         |            |         |         |
| <u>Total s106 &amp; Marketing Costs</u>                        | £268,147                        |         |            |         |         |
| <u>Finance on Build Costs</u>                                  | £52,888                         |         |            |         |         |
| <b><u>TOTAL DEVELOPMENT COSTS</u></b>                          | <b>£2,222,667</b>               |         |            |         |         |
| <b><u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u></b>           |                                 |         |            |         |         |
| Open Market Housing Profit                                     | £646,200                        |         |            |         |         |
| Affordable Housing Profit                                      | £25,185                         |         |            |         |         |
| <u>Total Operating Profit</u>                                  | £671,385                        |         |            |         |         |
| <b><u>GROSS RESIDUAL LAND VALUE</u></b>                        | <b>£756,693</b>                 |         |            |         |         |
| <b><u>FINANCE &amp; ACQUISITION COSTS</u></b>                  |                                 |         |            |         |         |
| Agents Fees, Legal Fees, Stamp Duty and Interest               | £109,986                        |         |            |         |         |
| <u>Total Finance &amp; Acquisition Costs</u>                   | £109,986                        |         |            |         |         |
| <b><u>NET RESIDUAL LAND VALUE</u></b>                          | <b><u>£646,707</u></b>          |         |            |         |         |

**Net RLV: £577,768**

## Residual Land Value Data Summary & Results

|  |                                 |         |            |         |                        |
|--|---------------------------------|---------|------------|---------|------------------------|
| <b>DEVELOPMENT TYPE</b>  | Residential                     |         |            |         |                        |
| <b>DEVELOPMENT DESCRIPTION</b>                                 | 10 Houses @ 40% AH VL5 £125 CIL |         |            |         |                        |
| <b>DEVELOPMENT SIZE (TOTAL m<sup>2</sup>) - GIA</b>            | 969                             |         |            |         |                        |
| <b>TOTAL NUMBER OF UNITS</b>                                   | Total                           | Private | Affordable | % AH    |                        |
|  | 10                              | 6       | 4          | 40%     |                        |
| <b>PERCENTAGE BY TENURE</b>                                    | % Private                       | % SR    | %AR        | % Int 1 | % Int 2                |
|  | 60%                             | 20%     | 0%         | 20%     | 0%                     |
| <b>SITE SIZE (HA)</b>  | 0.40                            |         |            |         |                        |
| <b>VALUE / AREA REVENUE</b>                                    | 5                               |         |            |         |                        |
| Affordable Housing Revenue                                     |                                 |         |            |         | £633,045               |
| Open Market Housing Revenue                                    |                                 |         |            |         | £2,875,500             |
| <u>Total Value of Scheme</u>                                   |                                 |         |            |         | £3,508,545             |
| <b><u>RESIDENTIAL BUILDING, MARKETING &amp; S106 COSTS</u></b> |                                 |         |            |         |                        |
| Build Costs  |                                 |         |            |         | £1,491,000             |
| Fees, Contingencies, Planning Costs etc                        |                                 |         |            |         | £223,650               |
| Site Works   |                                 |         |            |         | £120,000               |
| Sustainable Design & Construction Costs                        |                                 |         |            |         | £59,640                |
| Building Regs Access Compliance etc.                           |                                 |         |            |         | £9,788                 |
| <u>Total Build Costs</u>                                       |                                 |         |            |         | £1,904,078             |
| Section 106 / CIL Costs  |                                 |         |            |         | £151,125               |
| Marketing Costs & Legal Fees                                   |                                 |         |            |         | £112,756               |
| <u>Total s106 &amp; Marketing Costs</u>                        |                                 |         |            |         | £263,881               |
| <u>Finance on Build Costs</u>                                  |                                 |         |            |         | £52,844                |
| <b><u>TOTAL DEVELOPMENT COSTS</u></b>                          |                                 |         |            |         | <b>£2,220,804</b>      |
| <b><u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u></b>           |                                 |         |            |         |                        |
| Open Market Housing Profit                                     |                                 |         |            |         | £575,100               |
| Affordable Housing Profit                                      |                                 |         |            |         | £37,983                |
| <u>Total Operating Profit</u>                                  |                                 |         |            |         | £613,083               |
| <b><u>GROSS RESIDUAL LAND VALUE</u></b>                        |                                 |         |            |         | <b>£674,659</b>        |
| <b><u>FINANCE &amp; ACQUISITION COSTS</u></b>                  |                                 |         |            |         |                        |
| Agents Fees, Legal Fees, Stamp Duty and Interest               |                                 |         |            |         | £96,891                |
| <u>Total Finance &amp; Acquisition Costs</u>                   |                                 |         |            |         | £96,891                |
| <b><u>NET RESIDUAL LAND VALUE</u></b>                          |                                 |         |            |         | <b><u>£577,768</u></b> |

Net RLV: £317,477

## Residual Land Value Data Summary & Results

|  |                             |         |            |                        |         |
|--|-----------------------------|---------|------------|------------------------|---------|
| <b>DEVELOPMENT TYPE</b>  | Residential                 |         |            |                        |         |
| <b>DEVELOPMENT DESCRIPTION</b>                                 | 15 Flats @ 30% VL7 £125 CIL |         |            |                        |         |
| <b>DEVELOPMENT SIZE (TOTAL m<sup>2</sup>) - GIA</b>            | 1,047                       |         |            |                        |         |
| <b>TOTAL NUMBER OF UNITS</b>                                   | Total                       | Private | Affordable | % AH                   |         |
|  | 15                          | 10      | 5          | 33%                    |         |
| <b>PERCENTAGE BY TENURE</b>                                    | % Private                   | % SR    | %AR        | % Int 1                | % Int 2 |
|  | 67%                         | 20%     | 0%         | 13%                    | 0%      |
| <b>SITE SIZE (HA)</b>  | 0.30                        |         |            |                        |         |
| <b>VALUE / AREA REVENUE</b>                                    | 7                           |         |            |                        |         |
| Affordable Housing Revenue                                     |                             |         |            | £621,334               |         |
| Open Market Housing Revenue                                    |                             |         |            | £3,000,000             |         |
| <u>Total Value of Scheme</u>                                   |                             |         |            | £3,621,334             |         |
| <b><u>RESIDENTIAL BUILDING, MARKETING &amp; S106 COSTS</u></b> |                             |         |            |                        |         |
| Build Costs  |                             |         |            | £1,794,449             |         |
| Fees, Contingencies, Planning Costs etc                        |                             |         |            | £269,167               |         |
| Site Works   |                             |         |            | £90,000                |         |
| Sustainable Design & Construction Costs                        |                             |         |            | £71,778                |         |
| Building Regs Access Compliance etc.                           |                             |         |            | £8,230                 |         |
| <u>Total Build Costs</u>                                       |                             |         |            | £2,233,625             |         |
| Section 106 / CIL Costs  |                             |         |            | £175,882               |         |
| Marketing Costs & Legal Fees                                   |                             |         |            | £119,890               |         |
| <u>Total s106 &amp; Marketing Costs</u>                        |                             |         |            | £295,772               |         |
| <u>Finance on Build Costs</u>                                  |                             |         |            | £82,205                |         |
| <u>TOTAL DEVELOPMENT COSTS</u>                                 |                             |         |            | £2,611,603             |         |
| <b><u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u></b>           |                             |         |            |                        |         |
| Open Market Housing Profit                                     |                             |         |            | £600,000               |         |
| Affordable Housing Profit                                      |                             |         |            | £37,280                |         |
| <u>Total Operating Profit</u>                                  |                             |         |            | £637,280               |         |
| <b><u>GROSS RESIDUAL LAND VALUE</u></b>                        |                             |         |            | £372,451               |         |
| <b><u>FINANCE &amp; ACQUISITION COSTS</u></b>                  |                             |         |            |                        |         |
| Agents Fees, Legal Fees, Stamp Duty and Interest               |                             |         |            | £54,975                |         |
| <u>Total Finance &amp; Acquisition Costs</u>                   |                             |         |            | £54,975                |         |
| <b><u>NET RESIDUAL LAND VALUE</u></b>                          |                             |         |            | <b><u>£317,477</u></b> |         |

**Net RLV: £952,965**

### Residual Land Value Data Summary & Results

|  |                                 |         |            |                        |         |
|--|---------------------------------|---------|------------|------------------------|---------|
| <b>DEVELOPMENT TYPE</b>  | Residential                     |         |            |                        |         |
| <b>DEVELOPMENT DESCRIPTION</b>                                 | 15 Houses @ 30% AH VL5 £125 CIL |         |            |                        |         |
| <b>DEVELOPMENT SIZE (TOTAL m<sup>2</sup>) - GIA</b>            | 1,501                           |         |            |                        |         |
| <b>TOTAL NUMBER OF UNITS</b>                                   | Total                           | Private | Affordable | % AH                   |         |
|  | 15                              | 10      | 5          | 33%                    |         |
| <b>PERCENTAGE BY TENURE</b>                                    | % Private                       | % SR    | %AR        | % Int 1                | % Int 2 |
|  | 67%                             | 20%     | 0%         | 13%                    | 0%      |
| <b>SITE SIZE (HA)</b>  | 0.60                            |         |            |                        |         |
| <b>VALUE / AREA REVENUE</b>                                    | 5                               |         |            |                        |         |
| Affordable Housing Revenue                                     |                                 |         |            | £789,691               |         |
| Open Market Housing Revenue                                    |                                 |         |            | £4,851,000             |         |
| <u>Total Value of Scheme</u>                                   |                                 |         |            | £5,640,691             |         |
| <b><u>RESIDENTIAL BUILDING, MARKETING &amp; S106 COSTS</u></b> |                                 |         |            |                        |         |
| Build Costs  |                                 |         |            | £2,309,589             |         |
| Fees, Contingencies, Planning Costs etc                        |                                 |         |            | £346,438               |         |
| Site Works   |                                 |         |            | £180,000               |         |
| Sustainable Design & Construction Costs                        |                                 |         |            | £92,384                |         |
| Building Regs Access Compliance etc.                           |                                 |         |            | £12,235                |         |
| <u>Total Build Costs</u>                                       |                                 |         |            | £2,940,646             |         |
| Section 106 / CIL Costs  |                                 |         |            | £232,625               |         |
| Marketing Costs & Legal Fees                                   |                                 |         |            | £180,471               |         |
| <u>Total s106 &amp; Marketing Costs</u>                        |                                 |         |            | £413,096               |         |
| <u>Finance on Build Costs</u>                                  |                                 |         |            | £108,997               |         |
| <u>TOTAL DEVELOPMENT COSTS</u>                                 |                                 |         |            | £3,462,738             |         |
| <b><u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u></b>           |                                 |         |            |                        |         |
| Open Market Housing Profit                                     |                                 |         |            | £970,200               |         |
| Affordable Housing Profit                                      |                                 |         |            | £47,381                |         |
| <u>Total Operating Profit</u>                                  |                                 |         |            | £1,017,581             |         |
| <b><u>GROSS RESIDUAL LAND VALUE</u></b>                        |                                 |         |            | £1,160,372             |         |
| <b><u>FINANCE &amp; ACQUISITION COSTS</u></b>                  |                                 |         |            |                        |         |
| Agents Fees, Legal Fees, Stamp Duty and Interest               |                                 |         |            | £207,407               |         |
| <u>Total Finance &amp; Acquisition Costs</u>                   |                                 |         |            | £207,407               |         |
| <b><u>NET RESIDUAL LAND VALUE</u></b>                          |                                 |         |            | <b><u>£952,965</u></b> |         |

Net RLV: £770,320

## Residual Land Value Data Summary & Results

|  |                                 |         |            |         |                        |
|--|---------------------------------|---------|------------|---------|------------------------|
| <b>DEVELOPMENT TYPE</b>  | Residential                     |         |            |         |                        |
| <b>DEVELOPMENT DESCRIPTION</b>                                 | 15 Houses @ 40% AH VL5 £125 CIL |         |            |         |                        |
| <b>DEVELOPMENT SIZE (TOTAL m<sup>2</sup>) - GIA</b>            | 1,494                           |         |            |         |                        |
| <b>TOTAL NUMBER OF UNITS</b>                                   | Total                           | Private | Affordable | % AH    |                        |
|  | 15                              | 9       | 6          | 40%     |                        |
| <b>PERCENTAGE BY TENURE</b>                                    | % Private                       | % SR    | %AR        | % Int 1 | % Int 2                |
|  | 60%                             | 27%     | 0%         | 13%     | 0%                     |
| <b>SITE SIZE (HA)</b>  | 0.60                            |         |            |         |                        |
| <b>VALUE / AREA REVENUE</b>                                    | 5                               |         |            |         |                        |
| Affordable Housing Revenue                                     |                                 |         |            |         | £896,190               |
| Open Market Housing Revenue                                    |                                 |         |            |         | £4,401,000             |
| <u>Total Value of Scheme</u>                                   |                                 |         |            |         | £5,297,190             |
| <b><u>RESIDENTIAL BUILDING, MARKETING &amp; S106 COSTS</u></b> |                                 |         |            |         |                        |
| Build Costs  |                                 |         |            |         | £2,298,818             |
| Fees, Contingencies, Planning Costs etc                        |                                 |         |            |         | £344,823               |
| Site Works   |                                 |         |            |         | £180,000               |
| Sustainable Design & Construction Costs                        |                                 |         |            |         | £91,953                |
| Building Regs Access Compliance etc.                           |                                 |         |            |         | £14,682                |
| <u>Total Build Costs</u>                                       |                                 |         |            |         | £2,930,275             |
| Section 106 / CIL Costs  |                                 |         |            |         | £231,750               |
| Marketing Costs & Legal Fees                                   |                                 |         |            |         | £170,166               |
| <u>Total s106 &amp; Marketing Costs</u>                        |                                 |         |            |         | £401,916               |
| <u>Finance on Build Costs</u>                                  |                                 |         |            |         | £108,296               |
| <b><u>TOTAL DEVELOPMENT COSTS</u></b>                          |                                 |         |            |         | <b>£3,440,487</b>      |
| <b><u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u></b>           |                                 |         |            |         |                        |
| Open Market Housing Profit                                     |                                 |         |            |         | £880,200               |
| Affordable Housing Profit                                      |                                 |         |            |         | £53,771                |
| <u>Total Operating Profit</u>                                  |                                 |         |            |         | £933,971               |
| <b><u>GROSS RESIDUAL LAND VALUE</u></b>                        |                                 |         |            |         | <b>£922,732</b>        |
| <b><u>FINANCE &amp; ACQUISITION COSTS</u></b>                  |                                 |         |            |         |                        |
| Agents Fees  |                                 |         |            |         | £152,412               |
| <u>Total Finance &amp; Acquisition Costs</u>                   |                                 |         |            |         | £152,412               |
| <b><u>NET RESIDUAL LAND VALUE</u></b>                          |                                 |         |            |         | <b><u>£770,320</u></b> |

Tunbridge Wells Borough Council  
Value Level 10

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30 Flats Sheltered  
30% Affordable Housing  
CIL Rate tested at £125

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**Tunbridge Wells Borough Council  
Value Level 10**

**Appraisal Summary for Phase 1 Residential**

Currency in £

**REVENUE**

| Sales Valuation | Units     | m <sup>2</sup>  | Sales Rate m <sup>2</sup> | Unit Price | Gross Sales      |
|-----------------|-----------|-----------------|---------------------------|------------|------------------|
| 1-bed flat      | 7         | 350.00          | 6,000.00                  | 300,000    | 2,100,000        |
| 2-bed flat      | 14        | 980.00          | 6,000.00                  | 420,000    | 5,880,000        |
| 1-bed flat - SR | 3         | 150.00          | 1,613.88                  | 80,694     | 242,082          |
| 2-bed flat - SR | 2         | 140.00          | 1,427.80                  | 99,946     | 199,892          |
| 1-bed flat - SO | 2         | 100.00          | 3,600.00                  | 180,000    | 360,000          |
| 2-bed flat - SO | <u>2</u>  | <u>140.00</u>   | 3,600.00                  | 252,000    | <u>504,000</u>   |
| <b>Totals</b>   | <b>30</b> | <b>1,860.00</b> |                           |            | <b>9,285,974</b> |

**Rental Area Summary**

|             | Units | Initial MRV/Unit | Net Rent at Sale | Initial MRV |
|-------------|-------|------------------|------------------|-------------|
| Ground Rent | 21    | 300              | 6,300            | 6,300       |

**Investment Valuation**

|                    |       |      |         |         |         |
|--------------------|-------|------|---------|---------|---------|
| <b>Ground Rent</b> |       |      |         |         |         |
| Current Rent       | 6,300 | YP @ | 5.0000% | 20.0000 | 126,000 |

**GROSS DEVELOPMENT VALUE 9,411,974**

|                                  |       |       |       |
|----------------------------------|-------|-------|-------|
| Purchaser's Costs                | 5.85% | 7,371 |       |
| Effective Purchaser's Costs Rate | 5.85% |       | 7,371 |

**NET DEVELOPMENT VALUE 9,404,603**

**NET REALISATION 9,404,603**

**OUTLAY**

**ACQUISITION COSTS**

|   |       |           |           |
|---|-------|-----------|-----------|
| Residualised Price (0.43 Ha @ 5,305,873.25 /Hect) |       | 2,281,525 | 2,281,525 |
| Agent Fee   | 1.50% | 34,223    |           |
| Legal Fee   | 0.75% | 17,111    |           |
|   |       |           | 51,334    |

**CONSTRUCTION COSTS**

| Construction                      | m <sup>2</sup>                | Build Rate m <sup>2</sup> | Cost             |
|-----------------------------------|-------------------------------|---------------------------|------------------|
| 1-bed flat                        | 385.00                        | 1,644.00                  | 632,940          |
| 2-bed flat                        | 1,088.89                      | 1,644.00                  | 1,790,133        |
| 1-bed flat - SR                   | 166.67                        | 1,644.00                  | 274,000          |
| 2-bed flat - SR                   | 140.00                        | 1,644.00                  | 230,160          |
| 1-bed flat - SO                   | 111.11                        | 1,644.00                  | 182,667          |
| 2-bed flat - SO                   | <u>140.00</u>                 | <u>1,644.00</u>           | <u>230,160</u>   |
| <b>Totals</b>                     | <b>2,031.67 m<sup>2</sup></b> |                           | <b>3,340,060</b> |
| Contingency                       |                               | 5.00%                     | 183,703          |
| Sustainable Design / Construction |                               | 4.00%                     | 133,602          |
| CIL                               | 1,473.89 m <sup>2</sup>       | 125.00                    | 184,236          |
| S106                              | 30.00 un                      | 3,000.00 /un              | 90,000           |
| M4(2) 100% AH only Flats          | 9.00 un                       | 1,646.00 /un              | 14,814           |
|                                   |                               |                           | 3,946,416        |

**Other Construction**

|                |         |                |         |
|----------------|---------|----------------|---------|
| External Works |         | 10.00%         | 334,006 |
| Site Works     | 0.24 ha | 300,000.00 /ha | 72,000  |
| Voids          |         |                | 60,000  |
|                |         |                | 466,006 |

**PROFESSIONAL FEES**

|                   |  |        |         |
|-------------------|--|--------|---------|
| Professional Fees |  | 10.00% | 367,407 |
|                   |  |        | 367,407 |

**DISPOSAL FEES**

|                              |          |            |         |
|------------------------------|----------|------------|---------|
| Marketing & Sales Agent Fees |          | 3.00%      | 282,359 |
| Sales Legal Fee              | 30.00 un | 750.00 /un | 22,500  |
|                              |          |            | 304,859 |

**Tunbridge Wells Borough Council  
Value Level 10****MISCELLANEOUS FEES**

|               |        |           |           |
|---------------|--------|-----------|-----------|
| Market Profit | 20.00% | 1,621,200 |           |
| AH Profit     | 6.00%  | 63,834    |           |
|               |        |           | 1,685,034 |

**FINANCE**

|   |  |  |         |
|---|--|--|---------|
| Debit Rate 6.500%, Credit Rate 0.000% (Nominal) |  |  |         |
| Total Finance Cost                              |  |  | 302,022 |

**TOTAL COSTS****9,404,603****PROFIT****0****Performance Measures**

**Net RLV: £2,113,080**

## Residual Land Value Data Summary & Results

|  |                                |         |            |                          |         |
|--|--------------------------------|---------|------------|--------------------------|---------|
| <b>DEVELOPMENT TYPE</b>  | Residential                    |         |            |                          |         |
| <b>DEVELOPMENT DESCRIPTION</b>                                 | 50 Mixed @ 30% AH VL5 £125 CIL |         |            |                          |         |
| <b>DEVELOPMENT SIZE (TOTAL m<sup>2</sup>) - GIA</b>            | 4,358                          |         |            |                          |         |
| <b>TOTAL NUMBER OF UNITS</b>                                   | Total                          | Private | Affordable | % AH                     |         |
|  | 50                             | 35      | 15         | 30%                      |         |
| <b>PERCENTAGE BY TENURE</b>                                    | % Private                      | % SR    | %AR        | % Int 1                  | % Int 2 |
|  | 70%                            | 18%     | 0%         | 12%                      | 0%      |
| <b>SITE SIZE (HA)</b>  | 1.75                           |         |            |                          |         |
| <b>VALUE / AREA REVENUE</b>                                    | 5                              |         |            |                          |         |
| Affordable Housing Revenue                                     |                                |         |            | £1,958,547               |         |
| Open Market Housing Revenue                                    |                                |         |            | £14,107,500              |         |
| <u>Total Value of Scheme</u>                                   |                                |         |            | £16,066,047              |         |
| <b><u>RESIDENTIAL BUILDING, MARKETING &amp; S106 COSTS</u></b> |                                |         |            |                          |         |
| Build Costs  |                                |         |            | £6,754,657               |         |
| Fees, Contingencies, Planning Costs etc                        |                                |         |            | £1,013,199               |         |
| Site Works   |                                |         |            | £525,000                 |         |
| Sustainable Design & Construction Costs                        |                                |         |            | £270,186                 |         |
| Building Regs Access Compliance etc.                           |                                |         |            | £28,695                  |         |
| <u>Total Build Costs</u>                                       |                                |         |            | £8,591,737               |         |
| Section 106 / CIL Costs  |                                |         |            | £694,772                 |         |
| Marketing Costs & Legal Fees                                   |                                |         |            | £519,481                 |         |
| <u>Total s106 &amp; Marketing Costs</u>                        |                                |         |            | £1,214,253               |         |
| <u>Finance on Build Costs</u>                                  |                                |         |            | £478,042                 |         |
| <b><u>TOTAL DEVELOPMENT COSTS</u></b>                          |                                |         |            | £10,284,032              |         |
| <b><u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u></b>           |                                |         |            |                          |         |
| Open Market Housing Profit                                     |                                |         |            | £2,821,500               |         |
| Affordable Housing Profit                                      |                                |         |            | £117,513                 |         |
| <u>Total Operating Profit</u>                                  |                                |         |            | £2,939,013               |         |
| <b><u>GROSS RESIDUAL LAND VALUE</u></b>                        |                                |         |            | £2,843,002               |         |
| <b><u>FINANCE &amp; ACQUISITION COSTS</u></b>                  |                                |         |            |                          |         |
| Agents Fees, Legal Fees, Stamp Duty and Interest               |                                |         |            | £729,922                 |         |
| <u>Total Finance &amp; Acquisition Costs</u>                   |                                |         |            | £729,922                 |         |
| <b><u>NET RESIDUAL LAND VALUE</u></b>                          |                                |         |            | <b><u>£2,113,080</u></b> |         |

Net RLV: £1,654,078

## Residual Land Value Data Summary & Results

|  |                                |         |            |                          |         |
|--|--------------------------------|---------|------------|--------------------------|---------|
| <b>DEVELOPMENT TYPE</b>  | Residential                    |         |            |                          |         |
| <b>DEVELOPMENT DESCRIPTION</b>                                 | 50 Mixed @ 40% AH VL5 £125 CIL |         |            |                          |         |
| <b>DEVELOPMENT SIZE (TOTAL m<sup>2</sup>) - GIA</b>            | 4,351                          |         |            |                          |         |
| <b>TOTAL NUMBER OF UNITS</b>                                   | Total                          | Private | Affordable | % AH                     |         |
|  | 50                             | 30      | 20         | 40%                      |         |
| <b>PERCENTAGE BY TENURE</b>                                    | % Private                      | % SR    | %AR        | % Int 1                  | % Int 2 |
|  | 60%                            | 24%     | 0%         | 16%                      | 0%      |
| <b>SITE SIZE (HA)</b>  | 1.75                           |         |            |                          |         |
| <b>VALUE / AREA REVENUE</b>                                    | 5                              |         |            |                          |         |
| Affordable Housing Revenue                                     |                                |         |            | £2,569,686               |         |
| Open Market Housing Revenue                                    |                                |         |            | £12,537,000              |         |
| <u>Total Value of Scheme</u>                                   |                                |         |            | £15,106,686              |         |
| <b><u>RESIDENTIAL BUILDING, MARKETING &amp; S106 COSTS</u></b> |                                |         |            |                          |         |
| Build Costs  |                                |         |            | £6,743,661               |         |
| Fees, Contingencies, Planning Costs etc                        |                                |         |            | £1,011,549               |         |
| Site Works   |                                |         |            | £525,000                 |         |
| Sustainable Design & Construction Costs                        |                                |         |            | £269,746                 |         |
| Building Regs Access Compliance etc.                           |                                |         |            | £38,527                  |         |
| <u>Total Build Costs</u>                                       |                                |         |            | £8,588,483               |         |
| Section 106 / CIL Costs  |                                |         |            | £693,897                 |         |
| Marketing Costs & Legal Fees                                   |                                |         |            | £490,701                 |         |
| <u>Total s106 &amp; Marketing Costs</u>                        |                                |         |            | £1,184,598               |         |
| <u>Finance on Build Costs</u>                                  |                                |         |            | £476,438                 |         |
| <u>TOTAL DEVELOPMENT COSTS</u>                                 |                                |         |            | £10,249,519              |         |
| <b><u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u></b>           |                                |         |            |                          |         |
| Open Market Housing Profit                                     |                                |         |            | £2,507,400               |         |
| Affordable Housing Profit                                      |                                |         |            | £154,181                 |         |
| <u>Total Operating Profit</u>                                  |                                |         |            | £2,661,581               |         |
| <b><u>GROSS RESIDUAL LAND VALUE</u></b>                        |                                |         |            | £2,195,586               |         |
| <b><u>FINANCE &amp; ACQUISITION COSTS</u></b>                  |                                |         |            |                          |         |
| Agents Fees, Legal Fees, Stamp Duty and Interest               |                                |         |            | £541,508                 |         |
| <u>Total Finance &amp; Acquisition Costs</u>                   |                                |         |            | £541,508                 |         |
| <b><u>NET RESIDUAL LAND VALUE</u></b>                          |                                |         |            | <b><u>£1,654,078</u></b> |         |

Tunbridge Wells Borough Council  
Value Level 10

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60 Flats Extra Care  
30% Affordable Housing  
CIL Rate tested at £125

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Development Appraisal  
Prepared by DSP  
Dixon Searle Partnership  
17 September 2019

**APPRAISAL SUMMARY****DIXON SEARLE PARTNERSHIP****Tunbridge Wells Borough Council  
Value Level 10****Appraisal Summary for Phase 1 Residential**

Currency in £

**REVENUE**

| Sales Valuation | Units     | m <sup>2</sup>  | Sales Rate m <sup>2</sup> | Unit Price | Gross Sales       |
|-----------------|-----------|-----------------|---------------------------|------------|-------------------|
| 1-bed flat      | 16        | 936.00          | 6,000.00                  | 351,000    | 5,616,000         |
| 2-bed flat      | 26        | 1,979.64        | 6,000.00                  | 456,840    | 11,877,840        |
| 1-bed flat - SO | 3         | 175.50          | 3,600.00                  | 210,600    | 631,800           |
| 2-bed flat - SO | 4         | 304.56          | 3,600.00                  | 274,108    | 1,096,430         |
| 1-bed flat - SR | 5         | 292.50          | 1,379.38                  | 80,694     | 403,470           |
| 2-bed flat - SR | 6         | 456.85          | 1,312.64                  | 99,946     | 599,676           |
| <b>Totals</b>   | <b>60</b> | <b>4,145.05</b> |                           |            | <b>20,225,216</b> |

**Rental Area Summary**

|             | Units | Initial MRV/Unit | Net Rent at Sale | Initial MRV |
|-------------|-------|------------------|------------------|-------------|
| Ground Rent | 42    | 450              | 18,900           | 18,900      |

**Investment Valuation**

|                    |        |      |         |         |         |
|--------------------|--------|------|---------|---------|---------|
| <b>Ground Rent</b> |        |      |         |         |         |
| Current Rent       | 18,900 | YP @ | 5.0000% | 20.0000 | 378,000 |

**GROSS DEVELOPMENT VALUE****20,603,216**

|                                  |       |        |        |
|----------------------------------|-------|--------|--------|
| Purchaser's Costs                | 5.85% | 22,113 |        |
| Effective Purchaser's Costs Rate | 5.85% |        | 22,113 |

**NET DEVELOPMENT VALUE****20,581,103****NET REALISATION****20,581,103****OUTLAY****ACQUISITION COSTS**

|   |       |        |           |           |
|---|-------|--------|-----------|-----------|
| Residualised Price (0.86 Ha @ 1,378,357.52 /Hect) |       |        | 1,185,387 |           |
|   |       |        |           | 1,185,387 |
| Agent Fee   | 1.50% | 17,781 |           |           |
| Legal Fee   | 0.75% | 8,890  |           |           |
|   |       |        |           | 26,671    |

**CONSTRUCTION COSTS**

| Construction                      | m <sup>2</sup>                | Build Rate m <sup>2</sup> | Cost              |            |
|-----------------------------------|-------------------------------|---------------------------|-------------------|------------|
| 1-bed flat                        | 1,440.00                      | 1,644.00                  | 2,367,360         |            |
| 2-bed flat                        | 3,045.60                      | 1,644.00                  | 5,006,966         |            |
| 1-bed flat - SO                   | 270.00                        | 1,644.00                  | 443,880           |            |
| 2-bed flat - SO                   | 468.56                        | 1,644.00                  | 770,313           |            |
| 1-bed flat - SR                   | 450.00                        | 1,644.00                  | 739,800           |            |
| 2-bed flat - SR                   | 702.84                        | 1,644.00                  | 1,155,469         |            |
| <b>Totals</b>                     | <b>6,377.00 m<sup>2</sup></b> |                           | <b>10,483,788</b> |            |
| Contingency                       |                               | 5.00%                     | 563,504           |            |
| Sustainable Design / Construction |                               | 4.00%                     | 450,803           |            |
| CIL                               | 4,485.60 m <sup>2</sup>       | 125.00                    | 560,700           |            |
| S106                              | 60.00 un                      | 3,000.00 /un              | 180,000           |            |
| M4(2) 100% AH                     | 18.00 un                      | 1,646.00 /un              | 29,628            |            |
|                                   |                               |                           |                   | 12,268,422 |

**Other Construction**

|                            |          |                |         |           |
|----------------------------|----------|----------------|---------|-----------|
| External Works             |          | 7.50%          | 786,284 |           |
| Site Works                 | 0.48 ha  | 300,000.00 /ha | 144,000 |           |
| Voids/Empty Property Costs | 60.00 un | 5,000.00 /un   | 300,000 |           |
|                            |          |                |         | 1,230,284 |

**PROFESSIONAL FEES**

|                   |  |        |           |           |
|-------------------|--|--------|-----------|-----------|
| Professional Fees |  | 10.00% | 1,127,007 |           |
|                   |  |        |           | 1,127,007 |

**DISPOSAL FEES**

|                              |          |            |         |         |
|------------------------------|----------|------------|---------|---------|
| Marketing & Sales Agent Fees |          | 3.00%      | 618,096 |         |
| Sales Legal Fee              | 60.00 un | 750.00 /un | 45,000  |         |
|                              |          |            |         | 663,096 |

**Tunbridge Wells Borough Council  
Value Level 10****MISCELLANEOUS FEES**

|               |        |           |           |
|---------------|--------|-----------|-----------|
| Market Profit | 20.00% | 3,574,368 |           |
| AH Profit     | 6.00%  | 163,883   |           |
|               |        |           | 3,738,251 |

**FINANCE**

|   |  |  |         |
|---|--|--|---------|
| Debit Rate 6.500%, Credit Rate 0.000% (Nominal) |  |  |         |
| Total Finance Cost                              |  |  | 341,984 |

**TOTAL COSTS****20,581,103****PROFIT****0****Performance Measures**

**Net RLV: £226,636**

## Residual Land Value Data Summary & Results

|  |                                |         |            |                        |         |
|--|--------------------------------|---------|------------|------------------------|---------|
| <b>DEVELOPMENT TYPE</b>  | Residential                    |         |            |                        |         |
| <b>DEVELOPMENT DESCRIPTION</b>                                 | 75 Flats @ 30% AH VL5 £125 CIL |         |            |                        |         |
| <b>DEVELOPMENT SIZE (TOTAL m<sup>2</sup>) - GIA</b>            | 5,212                          |         |            |                        |         |
| <b>TOTAL NUMBER OF UNITS</b>                                   | Total                          | Private | Affordable | % AH                   |         |
|  | 75                             | 52      | 23         | 31%                    |         |
| <b>PERCENTAGE BY TENURE</b>                                    | % Private                      | % SR    | %AR        | % Int 1                | % Int 2 |
|  | 69%                            | 17%     | 0%         | 13%                    | 0%      |
| <b>SITE SIZE (HA)</b>  | 1.52                           |         |            |                        |         |
| <b>VALUE / AREA REVENUE</b>                                    | 5                              |         |            |                        |         |
| Affordable Housing Revenue                                     |                                |         |            | £2,730,534             |         |
| Open Market Housing Revenue                                    |                                |         |            | £13,860,000            |         |
| <u>Total Value of Scheme</u>                                   |                                |         |            | £16,590,534            |         |
| <b><u>RESIDENTIAL BUILDING, MARKETING &amp; S106 COSTS</u></b> |                                |         |            |                        |         |
| Build Costs  |                                |         |            | £8,931,922             |         |
| Fees, Contingencies, Planning Costs etc                        |                                |         |            | £1,339,788             |         |
| Site Works   |                                |         |            | £456,000               |         |
| Sustainable Design & Construction Costs                        |                                |         |            | £357,277               |         |
| Building Regs Access Compliance etc.                           |                                |         |            | £37,858                |         |
| <u>Total Build Costs</u>                                       |                                |         |            | £11,122,846            |         |
| Section 106 / CIL Costs  |                                |         |            | £876,471               |         |
| Marketing Costs & Legal Fees                                   |                                |         |            | £553,966               |         |
| <u>Total s106 &amp; Marketing Costs</u>                        |                                |         |            | £1,430,437             |         |
| <u>Finance on Build Costs</u>                                  |                                |         |            | £815,963               |         |
| <u>TOTAL DEVELOPMENT COSTS</u>                                 |                                |         |            | £13,369,246            |         |
| <b><u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u></b>           |                                |         |            |                        |         |
| Open Market Housing Profit                                     |                                |         |            | £2,772,000             |         |
| Affordable Housing Profit                                      |                                |         |            | £163,832               |         |
| <u>Total Operating Profit</u>                                  |                                |         |            | £2,935,832             |         |
| <b><u>GROSS RESIDUAL LAND VALUE</u></b>                        |                                |         |            | £285,456               |         |
| <b><u>FINANCE &amp; ACQUISITION COSTS</u></b>                  |                                |         |            |                        |         |
| Agents Fees, Legal Fees, Stamp Duty and Interest               |                                |         |            | £58,821                |         |
| <u>Total Finance &amp; Acquisition Costs</u>                   |                                |         |            | £58,821                |         |
| <b><u>NET RESIDUAL LAND VALUE</u></b>                          |                                |         |            | <b><u>£226,636</u></b> |         |

# Tunbridge Wells Borough Council Value Level 5

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100 Mixed  
40% Affordable Housing  
CIL Rate tested at £125

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Development Appraisal  
Prepared by DSP  
Dixon Searle Partnership  
17 September 2019

**Tunbridge Wells Borough Council  
Value Level 5**

**Appraisal Summary for Phase 1 Residential**

Currency in £

**REVENUE**

| Sales Valuation   | Units      | m <sup>2</sup>  | Sales Rate m <sup>2</sup> | Unit Price | Gross Sales       |
|-------------------|------------|-----------------|---------------------------|------------|-------------------|
| 1-bed flat        | 9          | 450.00          | 4,500.00                  | 225,000    | 2,025,000         |
| 2-bed flat        | 7          | 490.00          | 4,500.00                  | 315,000    | 2,205,000         |
| 2-bed house       | 7          | 553.00          | 4,500.00                  | 355,500    | 2,488,500         |
| 3-bed house       | 25         | 2,500.00        | 4,500.00                  | 450,000    | 11,250,000        |
| 4+-bed house      | 12         | 1,560.00        | 4,500.00                  | 585,000    | 7,020,000         |
| 1-bed flat - SR   | 10         | 500.00          | 1,613.88                  | 80,694     | 806,940           |
| 2-bed flat - SR   | 3          | 210.00          | 1,427.80                  | 99,946     | 299,838           |
| 2-bed house - SR  | 3          | 237.00          | 1,265.14                  | 99,946     | 299,838           |
| 3-bed house - SR  | 5          | 465.00          | 1,145.15                  | 106,499    | 532,495           |
| 4+-bed house - SR | 3          | 336.00          | 1,382.45                  | 154,834    | 464,502           |
| 1-bed flat - SO   | 6          | 300.00          | 2,700.00                  | 135,000    | 810,000           |
| 2-bed flat - SO   | 5          | 350.00          | 2,700.00                  | 189,000    | 945,000           |
| 2-bed house - SO  | 5          | 395.00          | 2,700.00                  | 213,300    | 1,066,500         |
| <b>Totals</b>     | <b>100</b> | <b>8,346.00</b> |                           |            | <b>30,213,613</b> |

**Rental Area Summary**

|             | Units | Initial MRV/Unit | Net Rent at Sale | Initial MRV |
|-------------|-------|------------------|------------------|-------------|
| Ground Rent | 16    | 300              | 4,800            | 4,800       |

**Investment Valuation**

| Ground Rent  |       |      |         |         |        |
|--------------|-------|------|---------|---------|--------|
| Current Rent | 4,800 | YP @ | 5.0000% | 20.0000 | 96,000 |

**GROSS DEVELOPMENT VALUE 30,309,613**

|                                  |       |       |       |
|----------------------------------|-------|-------|-------|
| Purchaser's Costs                | 5.85% | 5,616 |       |
| Effective Purchaser's Costs Rate | 5.85% |       | 5,616 |

**NET DEVELOPMENT VALUE 30,303,997**

**NET REALISATION 30,303,997**

**OUTLAY**

**ACQUISITION COSTS**

|   |       |           |  |           |
|---|-------|-----------|--|-----------|
| Residualised Price (3.50 Ha @ 1,711,267.66 /Hect) |       | 5,989,437 |  | 5,989,437 |
| Agent Fee   | 1.50% | 89,842    |  |           |
| Legal Fee   | 0.75% | 44,921    |  |           |
|   |       |           |  | 134,762   |

**CONSTRUCTION COSTS**

| Construction                      | m <sup>2</sup>                | Build Rate m <sup>2</sup> | Cost              |
|-----------------------------------|-------------------------------|---------------------------|-------------------|
| 1-bed flat                        | 495.00                        | 1,366.00                  | 676,170           |
| 2-bed flat                        | 544.44                        | 1,366.00                  | 743,711           |
| 2-bed house                       | 553.00                        | 1,366.00                  | 755,398           |
| 3-bed house                       | 2,500.00                      | 1,366.00                  | 3,415,000         |
| 4+-bed house                      | 1,560.00                      | 1,366.00                  | 2,130,960         |
| 1-bed flat - SR                   | 555.56                        | 1,366.00                  | 758,889           |
| 2-bed flat - SR                   | 210.00                        | 1,366.00                  | 286,860           |
| 2-bed house - SR                  | 237.00                        | 1,366.00                  | 323,742           |
| 3-bed house - SR                  | 465.00                        | 1,366.00                  | 635,190           |
| 4+-bed house - SR                 | 336.00                        | 1,366.00                  | 458,976           |
| 1-bed flat - SO                   | 333.33                        | 1,366.00                  | 455,333           |
| 2-bed flat - SO                   | 350.00                        | 1,366.00                  | 478,100           |
| 2-bed house - SO                  | 395.00                        | 1,366.00                  | 539,570           |
| <b>Totals</b>                     | <b>8,534.33 m<sup>2</sup></b> |                           | <b>11,657,899</b> |
| Contingency                       |                               | 5.00%                     | 641,184           |
| Sustainable Design / Construction |                               | 4.00%                     | 466,316           |
| CIL                               | 5,652.44 m <sup>2</sup>       | 125.00                    | 706,556           |
| S106                              | 100.00 un                     | 3,000.00 /un              | 300,000           |
| M4(2) 100% AH only Flats          | 24.00 un                      | 1,646.00 /un              | 39,504            |

**Tunbridge Wells Borough Council  
Value Level 5**

|   |           |                |           |                   |
|---|-----------|----------------|-----------|-------------------|
| M4(2) 100% AH only Houses                       | 16.00 un  | 2,447.00 /un   | 39,152    |                   |
|   |           |                |           | 13,850,611        |
| <b>Other Construction</b>                       |           |                |           |                   |
| External Works                                  |           | 10.00%         | 1,165,790 |                   |
| Site Works                                      | 2.50 ha   | 300,000.00 /ha | 750,000   |                   |
|   |           |                |           | 1,915,790         |
| <b>PROFESSIONAL FEES</b>                        |           |                |           |                   |
| Professional Fees                               |           | 10.00%         | 1,282,369 |                   |
|   |           |                |           | 1,282,369         |
| <b>DISPOSAL FEES</b>                            |           |                |           |                   |
| Marketing & Sales Agent Fees                    |           | 3.00%          | 909,288   |                   |
| Sales Legal Fee                                 | 100.00 un | 750.00 /un     | 75,000    |                   |
|   |           |                |           | 984,288           |
| <b>MISCELLANEOUS FEES</b>                       |           |                |           |                   |
| Market Profit                                   |           | 20.00%         | 5,016,900 |                   |
| AH Profit                                       |           | 6.00%          | 265,090   |                   |
|   |           |                |           | 5,281,990         |
| <b>FINANCE</b>                                  |           |                |           |                   |
| Debit Rate 6.500%, Credit Rate 0.000% (Nominal) |           |                |           |                   |
| Total Finance Cost                              |           |                |           | 864,748           |
| <b>TOTAL COSTS</b>                              |           |                |           | <b>30,303,996</b> |
| <b>PROFIT</b>                                   |           |                |           | <b>1</b>          |

**Performance Measures**

# Tunbridge Wells Borough Council Value Level 5

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250 Mixed  
40% Affordable Housing  
CIL Rate tested at £125

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Development Appraisal  
Prepared by DSP  
Dixon Searle Partnership  
17 September 2019

**Tunbridge Wells Borough Council  
Value Level 5**

**Appraisal Summary for Phase 1 Residential**

Currency in £

**REVENUE**

| Sales Valuation   | Units      | m <sup>2</sup>   | Sales Rate m <sup>2</sup> | Unit Price | Gross Sales       |
|-------------------|------------|------------------|---------------------------|------------|-------------------|
| 1-bed flat        | 22         | 1,100.00         | 4,500.00                  | 225,000    | 4,950,000         |
| 2-bed flat        | 17         | 1,190.00         | 4,500.00                  | 315,000    | 5,355,000         |
| 2-bed house       | 17         | 1,343.00         | 4,500.00                  | 355,500    | 6,043,500         |
| 3-bed house       | 63         | 6,300.00         | 4,500.00                  | 450,000    | 28,350,000        |
| 4+-bed house      | 31         | 4,030.00         | 4,500.00                  | 585,000    | 18,135,000        |
| 1-bed flat - SR   | 25         | 1,250.00         | 1,613.88                  | 80,694     | 2,017,350         |
| 2-bed flat - SR   | 8          | 560.00           | 1,427.80                  | 99,946     | 799,568           |
| 2-bed house - SR  | 8          | 632.00           | 1,265.14                  | 99,946     | 799,568           |
| 3-bed house - SR  | 12         | 1,116.00         | 1,145.15                  | 106,499    | 1,277,988         |
| 4+-bed house - SR | 7          | 784.00           | 1,382.45                  | 154,834    | 1,083,838         |
| 1-bed flat - SO   | 16         | 800.00           | 2,700.00                  | 135,000    | 2,160,000         |
| 2-bed flat - SO   | 12         | 840.00           | 2,700.00                  | 189,000    | 2,268,000         |
| 2-bed house - SO  | 12         | 948.00           | 2,700.00                  | 213,300    | 2,559,600         |
| <b>Totals</b>     | <b>250</b> | <b>20,893.00</b> |                           |            | <b>75,799,412</b> |

**Rental Area Summary**

|             | Units | Initial MRV/Unit | Net Rent at Sale | Initial MRV |
|-------------|-------|------------------|------------------|-------------|
| Ground Rent | 39    | 300              | 11,700           | 11,700      |

**Investment Valuation**

| Ground Rent  |        |      |         |         |         |
|--------------|--------|------|---------|---------|---------|
| Current Rent | 11,700 | YP @ | 5.0000% | 20.0000 | 234,000 |

**GROSS DEVELOPMENT VALUE 76,033,412**

|                                  |       |        |
|----------------------------------|-------|--------|
| Purchaser's Costs                | 5.85% | 13,689 |
| Effective Purchaser's Costs Rate | 5.85% | 13,689 |

**NET DEVELOPMENT VALUE 76,019,723**

**NET REALISATION 76,019,723**

**OUTLAY**

**ACQUISITION COSTS**

|   |       |            |  |            |
|---|-------|------------|--|------------|
| Residualised Price (8.75 Ha @ 1,630,663.59 /Hect) |       | 14,268,306 |  | 14,268,306 |
| Agent Fee   | 1.50% | 214,025    |  |            |
| Legal Fee   | 0.75% | 107,012    |  |            |
|   |       |            |  | 321,037    |

**CONSTRUCTION COSTS**

| Construction                      | m <sup>2</sup>                 | Build Rate m <sup>2</sup> | Cost              |
|-----------------------------------|--------------------------------|---------------------------|-------------------|
| 1-bed flat                        | 1,210.00                       | 1,366.00                  | 1,652,860         |
| 2-bed flat                        | 1,322.22                       | 1,366.00                  | 1,806,156         |
| 2-bed house                       | 1,343.00                       | 1,366.00                  | 1,834,538         |
| 3-bed house                       | 6,300.00                       | 1,366.00                  | 8,605,800         |
| 4+-bed house                      | 4,030.00                       | 1,366.00                  | 5,504,980         |
| 1-bed flat - SR                   | 1,388.89                       | 1,366.00                  | 1,897,222         |
| 2-bed flat - SR                   | 560.00                         | 1,366.00                  | 764,960           |
| 2-bed house - SR                  | 632.00                         | 1,366.00                  | 863,312           |
| 3-bed house - SR                  | 1,116.00                       | 1,366.00                  | 1,524,456         |
| 4+-bed house - SR                 | 784.00                         | 1,366.00                  | 1,070,944         |
| 1-bed flat - SO                   | 888.89                         | 1,366.00                  | 1,214,222         |
| 2-bed flat - SO                   | 840.00                         | 1,366.00                  | 1,147,440         |
| 2-bed house - SO                  | 948.00                         | 1,366.00                  | 1,294,968         |
| <b>Totals</b>                     | <b>21,363.00 m<sup>2</sup></b> |                           | <b>29,181,858</b> |
| Contingency                       |                                | 5.00%                     | 1,605,002         |
| Sustainable Design / Construction |                                | 4.00%                     | 1,167,274         |
| CIL                               | 14,205.22 m <sup>2</sup>       | 125.00                    | 1,775,653         |
| S106                              | 250.00 un                      | 3,000.00 /un              | 750,000           |
| M4(2) 100% AH only Flats          | 61.00 un                       | 1,646.00 /un              | 100,406           |

**APPRAISAL SUMMARY****DIXON SEARLE PARTNERSHIP****Tunbridge Wells Borough Council****Value Level 5**

|   |           |                |            |                   |
|---|-----------|----------------|------------|-------------------|
| M4(2) 100% AH only Houses                       | 39.00 un  | 2,447.00 /un   | 95,433     |                   |
|   |           |                |            | 34,675,626        |
| <b>Other Construction</b>                       |           |                |            |                   |
| External Works                                  |           | 10.00%         | 2,918,186  |                   |
| Site Works                                      | 6.30 ha   | 300,000.00 /ha | 1,890,000  |                   |
|   |           |                |            | 4,808,186         |
| <b>PROFESSIONAL FEES</b>                        |           |                |            |                   |
| Professional Fees                               |           | 10.00%         | 3,210,004  |                   |
|   |           |                |            | 3,210,004         |
| <b>DISPOSAL FEES</b>                            |           |                |            |                   |
| Marketing & Sales Agent Fees                    |           | 3.00%          | 2,281,002  |                   |
| Sales Legal Fee                                 | 250.00 un | 750.00 /un     | 187,500    |                   |
|   |           |                |            | 2,468,502         |
| <b>MISCELLANEOUS FEES</b>                       |           |                |            |                   |
| Market Profit                                   |           | 20.00%         | 12,613,500 |                   |
| AH Profit                                       |           | 6.00%          | 656,914    |                   |
|   |           |                |            | 13,270,414        |
| <b>FINANCE</b>                                  |           |                |            |                   |
| Debit Rate 6.500%, Credit Rate 0.000% (Nominal) |           |                |            |                   |
| Total Finance Cost                              |           |                |            | 2,997,647         |
| <b>TOTAL COSTS</b>                              |           |                |            | <b>76,019,723</b> |
| <b>PROFIT</b>                                   |           |                |            | <b>0</b>          |

**Performance Measures**